A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

October 11, 1965

## Virginia World Trade Conference

### October 21–22

Old Dominion dairy cattle embarking for Italy

CAR RADIOS—Automatic Radio Manufacturing Company, Inc., Melrose, Mass., has announced the appointment of El Capitolio, Naucalpan de Juarez, Mexico, as a licensee for the local assembly and manufacture of custom radios for automobiles. It is anticipated that several thousand automobile radios will be manufactured under this arrangement before the end of the year.

MICROWAVE LINKS—Microwave Associates, Ltd., subsidiary of Microwave Associates, Inc., Burlington, Mass., has received a substantial contract for portable microwave links from the British Broadcasting Company. Initial delivery is scheduled for early 1966.

CORN PRODUCTS—Corn Products Co., New York City, will invest almost $5 million in a 90% stock purchase from Clifford Love & Co., Ltd., of Australia. The Australian company processes and markets oatmeal, corn starch, corn oil, spices and other grocery products. It now joins Corn Products' international organization of affiliated companies in thirty countries.

CHEMICALS—American Cyanamid Co. announced the formation of a new company, Cyanamid International Development Corp., to facilitate the development of current and planned projects outside the United States. The new company already has begun operations in Europe through an investment in a subsidiary. Further European expansion projects will reflect Cyanamid's research in a variety of chemical areas.

THEATER—Carthay Theaters, Ltd., a subsidiary of National General Corp., New York, announced this week plans to operate its first theater outside of continental United States, in Place Bonaventure, a $75 million building complex in downtown Montreal. The firm will operate the 620-seat "first-run" theater as the first in a chain of movie theaters being planned in Canada by Carthay Theaters.

CONCRETE MIXERS—Rex Chainbelt, Inc., of Milwaukee, Wis., has purchased an interest in Fowler Wood Engineering Constructions, Ltd., an Australian manufacturer of truck-mounted concrete mixers and batching plants.

# Business Bulletins

## *from around the world*

**AFGHANISTAN**—Germany-Afghanistan sign loan agreement providing for German aid of $2.8 million for POL storage and distribution facilities; $7 million for grain silos; and $2.5 million for imports of vehicles, chemicals, pharmaceuticals, construction materials, electrical goods, other items.

**FRANCE**—Number of telephones in use increased from 5.2 million on Dec. 31, 1963, to 5.6 million on Dec. 31, 1964. Number of subscribers rose from 2.6 million to 2.7 million. At end of 1964 there were about 340,000 pending requests for installation of telephones. Actual demand is estimated to be much higher, since many persons discouraged by long waiting period do not file requests for installation. Pending requests expected to increase to 500,000 by 1970.

**GERMANY**—Du Barry Co., one of leading cosmetics manufacturers in U.S., forms German subsidiary, Du Barry Internationale Kosmetik GmbH., in Duesseldorf for exclusive marketing of products in Germany and in Europe.

**IRELAND**—Australian Trade Mission to United Kingdom is presently organizing vigorous sales drive in Republic of Ireland for Australian food products. Products emphasized are canned fruit, wines, fruit juices, dried fruits, jams and preserves. Sales force consists of 11 Australian models who tend a mobile food truck which is driven from town to town and from which free samples are distributed. Promotion has received enthusiastic support from canned fruit importers.

**MALAYSIA**—New Kuala Lumpur International Airport opened recently, and all services of Malaysian Airways and other international airlines serving Malaysia shifted to new airport. Designed by Belgium firm and engineered by joint Malaysian-American company, new airport has 11,400-foot long runway and is equipped with latest navigational, safety devices.

**MEXICO**—Cementos Portland del Bajjo, S.A., in Leon, Guanajuato, to invest $2.4 million to expand production capacity from 20 thousand to 55 thousand metric tons a year by end of 1965.

Quimica del Mar, S.A., subsidiary of General Refractories of Philadelphia, is constructing plant to extract magnesium from sea water. It will also establish a limestone plant near Tamuin San Luis Potosi, to produce lime.

Guanos y Fertilizantes to construct $1 million ammonium sulphate plant in Torreon, Coahuila. Early Foods of California reportedly will build, jointly with Mexican capital, an olive packing plant at Ensenada, Baja California.

**NETHERLANDS**—January-July housing completions totaled 59,694 units, 20% increase over like period 1964.

Continental Oil and Dow Chemical International started first joint operations with exploratory drillings in IJsselmeer polder area.

Holiday Inn chain planning to construct motels in Amsterdam, The Hague, and Rotterdam. These will be Holiday's first inns in Europe.

**SPAIN**—Minister of Industry stated that, according to present plans, country's electric generating capacity will be more than doubled—to 21 million kilowatts—by end of 1970. Costs of expansion program expected to surpass $1.6 billion. Slightly more than half of increased generating capacity to be provided by hydroelectric plants.

**SWEDEN**—Recent poll of 1,800 companies here, by *Industrial Research Institute*, indicates that Swedish industry plans average yearly production increase of 7% over next five years. Greatest production increases anticipated by firms engaged in production of iron and steel, paper and pulp, rubber goods, chemicals and in engineering (excluding shipyards) and quarrying. Mining, shipbuilding and the pulp and paper industries expect to increase production while decreasing number of employees.

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## the cover

A hay-covered carpet is provided for one of 350 heifers embarking for Italy from Richmond, Va., marking the State's entry into Phase II (dairy cattle) of its cattle export program. Phase I began a year ago with a shipment of 3,000 beef-feeder cattle from the port of Norfolk to an Italian buyer. This new field for Virginia exports is one of many to be discussed at Old Point Comfort, Va., October 21-22. See story on page 2.

# International Commerce

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AT OLD POINT COMFORT

# Virginians going global

## State's 17th Annual World Trade Conference attracting variety of registrants

Many sectors of the Old Dominion's increasingly international economy will be represented at the 17th Annual Virginia World Trade Conference—October 21-22 at Old Point Comfort, Va.—with participants drawn from business, agriculture, industry, transportation, governments and universities. Europe, Latin America and Asia have contributed some of their leading economic specialists for the event.

"World Trade—Passport to Profits" will be the theme as several hundred registrants gather at the Chamberlin Hotel, where all sessions of the two-day conference will be held.

The opening session will feature a panel on exports, moderated by Michael M. Mora, general manager of the Norfolk Port and Industrial Authority. Three continents will be represented by panelists sparking the discussion:

► Europe—Dr. Gianfranco Speranza, deputy director, European Economic Community, Washington, D.C.

► Latin America—Oswaldo Castro Lobo, first secretary and head of the economic section, Embassy of Brazil, Washington, D.C.

► Asia—Jiro Tokuyama, director of public affairs, Japan Trade Center, New York, N.Y.

### Luncheons, banquet

Current world trade developments will be analyzed at the October 21 luncheon by Dr. Robert L. McNeill, Deputy Assistant Secretary of Commerce for Trade Policy, Washington, D.C.

Two luncheon meetings will be held on October 22. "The Future of World Trade" will be the topic of James G. Morton, Special Assistant to the Secretary of Commerce for Public Affairs, at the Ladies Luncheon, while the general luncheon will be addressed by Dr. R. S. Underhill, director of the Management Development Center, University of Richmond.

### Taking the plunge

Mingling with the grizzled veterans of international commerce at the conference will be scores of students, participants in an October 22 afternoon Student Forum. "Informality of session to be stressed," reads the program note, and this is assured by the fact that this meeting for young men and women weighing an international-trade career will be chaired by the well-known E. E. Schnellbacher, assistant director of the Bureau of International Commerce, Department of Commerce, Washington, D.C.

Ambassador John W. Tuthill, U.S. Representative to the European Communities, Brussels, Belgium, will be the featured speaker at the banquet concluding the 17th Annual Conference.

### Special events

A schedule of special events open to all attending the conference has been arranged as follows:

**Wednesday, October 20.** Early Bird Cocktail Hour, 6 p.m.

**Thursday, October 21.** Tour of area, 2:30 p.m. Social Hour, 6 p.m. Buffet and entertainment, 7 p.m.

**Friday, October 22.** Special Event for the Ladies, 12 noon. Reception, 6 p.m.

Among the highlights of the program for Friday will be:

**8 a.m.** Breakfast—Plans and programs of the Virginia State Ports Authority. Adm. David H. Clark, executive director.

**9:30 a.m.** Workshop—Transportation in World Trade. Speakers on Air, Railroad, Truck and Freight Forwarder.

**7 p.m.** Hampton Roads Foreign Commerce Club Award to be presented at annual banquet.

For advance registration blanks, **write:** Virginia World Trade Conference, 611 East Franklin St., Richmond, Va. 23219.

### Conference sponsors

- Hampton Roads Foreign Commerce Club
- Hampton Roads Maritime Association
- Norfolk Marine Terminal Association
- Norfolk Port & Industrial Authority
- Norfolk-Portsmouth Traffic Club
- Peninsula Ports Authority of Virginia
- Richmond Export-Import Club
- Virginia Highway Users Association
- Virginia Peninsula Industrial Committee
- Virginia Pilot Association
- Virginia Railway Association
- Virginia State Chamber of Commerce
- Virginia State Ports Authority
- Women's Traffic Club of Norfolk-Portsmouth

—with assistance of Virginia local Chambers of Commerce.

TUTHILL

UNDERHILL

McNEILL

SCHNELLBACHER

MORTON

BRNO FAIR crowds were estimated to have exceeded the million mark when touring editors arrived on September 25. Buyers came from all of Europe.

EDITORS ON TOUR

# Checking Czechoslovakia

## Business writers discuss trade possibilities with Czech officials and factory managers

By FREDERIC S. OTIS
*Managing Editor*

Twenty-three editors and writers returned to the United States September 30th, having spent eight days searching Czechoslovakia for trade possibilities. It was not a trade mission in the usual sense, since the reporters were guests of Pan American Air Lines on their inaugural flight of a New York-Prague semiweekly service.

It was a search for information on trade possibilities, however, as well as a hurried study of the changes that are taking place today in one of the most advanced of the Soviet Bloc countries.

Changes are being made, the group found.

Many others are planned, or are being promised. As Walt Kelly, a writer-artist (creator of Pogo) from the *Hall Syndicate,* put it: "The Czechs are in the process of rearranging their own prejudices."

What the group didn't see was, perhaps, as significant as the things they did see. Martin Hayden, for instance, editor of the *Detroit News,* saw only one American car, although the group travelled from Prague to Bratislava and north to the High Tatras. The exception was a 1930 Ford. This, to one of the writers, would indicate a wide open market eventually for U.S. cars.

David Willis, correspondent for *The Christian Science Monitor,* saw and visited churches and cathedrals, but found much of the church property converted to museums, monuments and being used for other than religious purposes.

Robert Dorr, from the *Omaha World-Herald,* failed to find one single item manufactured in the United States for sale in any store he visited. U.S. consumer goods are, for the present, being bypassed for raw materials and machinery because of the dollar shortage.

Frank Hawkins, editor of the editorial page of the *Pittsburgh Post-Gazette,* like the rest of the group didn't get to see the V. I. Lenin Works (formerly Skoda) in Pilzen. The visit was cancelled at the last moment.

### Hope and compromise

It was the week that Moscow announced its blueprint for an industrial reformation that has been termed "full of daring, hope and compromise." Although the U.S. group was cut off entirely from news from the West during the entire trip, local papers carried stories of Premier Kosygin's and First Secretary Brezhnev's speeches to the Communist Party's Central Committee, and the newsmen neglected no opportunity to query Communist officials in Czecho-

THE HIGH TATRAS are being promoted heavily as a resort area in Czechoslovakia and the visiting editors spent a week-end enjoying the modern hotels and sights that are drawing local workers and foreign tourists in growing numbers to eastern mountains for both summer and winter excursions. Facilities are good.

LADIES' STYLES in Czechoslovakia compare with western Europe, and attractive store windows feature garments and accessories that are priced out of the "impulse buying range" of many workers, but once purchased are found to have long-wearing qualities that lower the over-all cost to the consumer.

slovakia on the effect this would have on their own new Five-Year Plan.

They found factory managers, government officials and party planners starting to talk about "efficiency, productivity, and a new technology." Volume and production are no longer enough—there is a new word being used. It is "profit," and every speaker made plain that it was not profit in the capitalistic sense, but in some way it is connected with incentives for the workers and reinvestment in plant equipment, worker's apartments, etc.

Factory managers talked of having more authority to plan, to purchase new equipment, to replace ineffective personnel. Ministers and department heads seemed eager to get things moving, to shake up the old system, to correct inadequacies that were all too apparent. While most speakers seemed to welcome the coming change, all appeared scandalized by the suggestion that there might be some merit in individual ownership of property. State ownership is the one inviolate concept of the party, it seems.

## Normal relations

It was quite apparent at every press conference that was held with responsible officials that the leaders have decided upon establishing more normal relations with the West and the U.S. in particular. The failure of the Czech economy to continue to expand in the past few years has contributed heavily to pressure for new ideas. A drop of 4.2% in national income since 1962, due some speakers said to misinvestment—a term for bad planning —has brought about the change in direction on the part of government planners. Hard economic facts are forcing a political will to trade with the United States.

According to Otto Kykal, the U.S. expert in the Czech Ministry of Foreign Trade, they imported from the U.S. last year $13,611,000 worth of goods, and astoundingly sold to us exactly the same value of goods. In 1963 their figures show a balance in our favor of $2.5 million, compared to $2.7 million in '62, and $2.9 million in '55. It was indicated that all income from sales to the U.S. would continue to be spent in this country—but no more.

## Imports from the U.S.

Principal imports from the U.S. to Czechoslovakia have been soya, citrus fruit, tobacco, hides, edible animal fats, hops, sulphur and some engineering and electrical products. Their exports to the U.S. have been mainly glass products, household china, jewelry, musical instruments, shoes, beer, tinned ham, and con-

fectioneries. In recent years their sales in the U.S. have also included motorcycles, bicycles, typewriters, machine tools, toys, and some sport items.

Trade with Western nations reportedly (according to Czech figures) went up 14% last year and is continuing its climb this year. The United Kingdom, Austria, Switzerland and the Scandinavian countries are getting the major share of the increase.

Some 70% of Czech exports go to Soviet bloc countries, and about 15% to developing countries. The visiting writers found many students from Africa attending Czech universities and technical schools, where they learn the ways of the communist way of life as well as the use of Czechoslovakian machines and equipment.

## Economic management

The new system of economic management, discussed in some detail at almost every press conference, has been experimented with in various sectors of the Czech economy in the past year. It will be gradually extended throughout the nation starting January 1st, when a new Five Year Plan goes into effect. It is expected to reach all aspects of the economy in the next three years.

Dr. Ota Sik, Director of the Institute of Economics, has said that the main problems of recent years were "the accumulation of goods for which there was no demand . . . and the inadequate satisfaction of the people's requirements," adding that the primary aim of the new system is to compel enterprises to "produce goods which are in demand and to provide themselves with the revenue they used by selling them."

Supposedly there will only be a few basic directives from governmental sources to factory managers under the new plan. Quantity of production, range of products, costs and productivity, questions of production techniques, and similar matters will be left to the enterprises themselves to decide.

The traditional Stalinist command economy is to be changed to a market-oriented demand economy.

(This writer was unable to get an understandable answer as to how the demand is to be measured or determined.)

## What is wanted

At several meetings with trade and government officials, the question was asked, "What items could profitably be exhibited at the 1966 Brno Trade Fair?" The answer always included the following:

**PRE-SCHOOL CHILDREN** are taken care of in groups while their mothers work to help improve the labor shortage problem. Visiting writers were told that 44% of the labor force is female in Czechoslovakia.

- Food-processing equipment
- Sophisticated packaging machinery
- Machinery for the processing of livestock feed
- Medical equipment
- Incubators and hatchery equipment
- Duplicating machines
- Fork truck lifts and material handling equipment
- TV transmitting equipment
- Sewing machines
- Paper cup forming machines
- Laundry drying equipment
- Heavy agricultural equipment

One speaker told the group that 4,000 collective farms are expected to be in the market for heavy farm equipment in 1966, but he cautioned that credit will be a problem. The group toured an agricultural area, but did not visit a farm or talk with an agricultural director. They saw no large farm equipment. On the contrary it was noted in many large fields there were hundreds of people at work with hand tools harvesting grain and potatoes. Several small combines were seen in operation and straw stacks indicated threshing machines had been used in other areas. Small and medium sized tractors were seen in a limited number, as was some horse-drawn equipment. Most of the farm workers appeared to be elderly men and women, and in both country and cities 44% of the labor force is said to be female.

## Viet Nam effect

Since there are no Western newspapers or magazines allowed to circulate in Czechoslovakia, the general public knows only the communist version of the Viet Nam situation. The public appears to believe that the U.S. is fighting South Vietnamese troops, and they do not understand why the United States has "invaded" this little country. An editor of one of the daily papers in Bratislava, when queried about this lack of information said quite frankly "We don't want your propaganda to reach our society." And he added, "Don't think for a minute that we are ever going back to capitalism here."

On the other hand, Egon Bush, editor of *International Affairs* in Prague told the group that while the Czechs must have centralized direction in rebuilding their economy, steps are being taken "to reduce the distance from producer to consumer," planning is being changed and opinions are being collected on every level for methods of improving the system.

It appeared to be the consensus of the group that the war in Viet Nam will increase political tensions between the two countries, but will not be allowed to interfere with trade relations.

In summary, it seems fair to say that the government is striving desperately to improve internal conditions and to avoid a further recession. The Czechs recognize that an effective expansion and utilization of economic relations with the West is the surest way to accomplish this. Their new planned management program requires this trade expansion, and a sincere effort is underway to expand trade with the West—and to increase the flow of tourists, with their hard money, into the country.

GARY SODERSTROM

# Texan finds door to opportunity

## Visit to Commerce produces no magic but gets overseas business

By SUSANNE ROSCHWALB
*Staff Writer*

Some businessmen with products they consider ideal for export, walk into the Department of Commerce building and ask through which door they should go to have the overseas market for their product located, the product sold, and the profits mailed back. There is no such office.

But E. T. Salgo, president of Interkiln Engineering, Inc,. is one of those businessmen who calls Commerce's Office of International Investment (OII) the Washington branch of his company, if not a magic door.

Interkiln Engineering, Inc., is a Texas-based (Houston) firm that offers engineering and construction services to the clay industry on a world-wide basis.

On Oct. 16, 1963, Salgo walked into the Office of International Investment for the first time to find out what it could do for him.

Commerce Investment Officer Delbert Gordon pulled out the *Index to Catalog of Investment Information and Opportunities* and the Foreign Investment Checklist—steps one and two toward investment opportunity.

Salgo explained his major interest and discussed his engineering experience. No stranger to international activity, he had been responsible for the completion of 100 projects in 18 different countries since the founding of his company in 1948. Among these:

—Interkiln engineered, constructed, and completely equipped a brick factory in Rangoon, Burma in 1962, as a turnkey job including buildings, tunnel kilns, tunnel dryers, and all machinery and mining equipment.

—The company-designed, face-brick plant in Chihuahua, Mexico, one of five Interkiln installations in Mexico, opened in 1960 is now producing 40 to 50,000 face-bricks a day.

—The first modern dinnerware-plant producing earthenware in Cape Town, South Africa, was designed and built by Interkiln using an entirely local labor force. At the end of the construction, Interkiln trained local personnel for the operation of the new factory.

### Always open

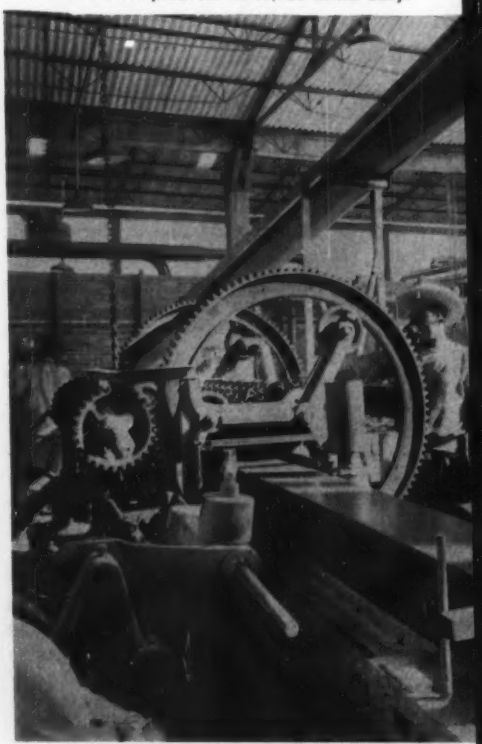
Always open to new possibilities, the company now wanted to expand further in the developing countries of Asia, Africa and the Middle East. This interest prompted Salgo's visit to Commerce.

Interkiln's production centers around brick, tile, ceramics, stoneware, sanitaryware and drainage, hence, the company was classified under Standard Industrial Classfication Number (SIC) 3251-3255, and 3261-3263, by Gordon.

"After that interview," says Salgo, "we really got the ball rolling. OII began sending us inquiries from foreign businessmen and leads relating to foreign government projects from Tunis to Viet-Nam.

"Of course all this had to be followed up and, as you know, we consider ourselves quite the "go-getters."

MEXICAN PLANT produces 40-50,000 bricks daily.



RANGOON, BURMA, is site of work on a high temperature tunnel kiln, part of a ceramic complex consisting of building brick, glazing and prestressing plants, designed, engineered and built by Interkiln.

Indeed, Salgo is an aggressive and flexible man who is able to catch a plane on short notice to any distant country when he believes a lead merits immediate investigation. "Of course some projects never materialize," he admits, "and we call them 'dream plants in Utopia,' but then again that can happen not only in Africa and the Far East but in Sioux City, Iowa as well."

Salgo knows the ins and outs of international financing, knows how to put a project together. From time to time, to facilitate finances, the company considers equity participation on a small, minority basis in a new venture. Interkiln will invest as much as 20% in some overseas project if that is what is needed to make it work.

After the sales potential of the project is analyzed and local raw materials tested, the company prepares preliminary estimates. If accepted or modified, construction plans are drawn in the Houston office. Materials, equipment and machinery are procured and shipped to the plant site. Whenever possible, local materials are used for the erection of the plant.

### Training

During the construction period, Interkiln takes over the training of customer personnel, bringing them to U.S. plants if necessary, to gain first-hand knowledge of a particular type of work.

The turnkey job contract with Interkiln guarantees supervision for the operation of a new factory by an Interkiln plant manager for a pre-determined period of at least several months.

Salgo calls need one, two and three of newly developing countries that of sympathetic technical understanding.

"They need human ingenuity more, much more, than in this country or other highly industrialized lands. One dollar's worth of capital expenditure has to go much farther in a poor land than in a rich country."

What advice can he offer others who

## *OBR trial period to end*

*More than two years ago the Bureau of International Commerce (BIC) compared the mailing lists of* International Commerce *and the* Overseas Business Reports *and found that relatively few readers of this magazine also received and used the OBR series.*

*The BIC thought more should and probably would use* Overseas Business Reports *if they became acquainted with them. To stimulate this get-acquainted process, BIC offered free copies of OBR's to* International Commerce *subscribers who requested them by title at the time they were announced.*

*The BIC believes that the trial period has now been more than adequate and it will be concluded with the issue of November 1.*

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are interested in engineering opportunities overseas?

"The engineers who go out in the newly developed countries should go there with open eyes, with a sense of humor and ready to take on the challenge to put up factory buildings without cranes, to pour foundations without concrete mixers, to wait sometimes six or eight weeks for a government decree to buy an electric plug, etc.

"If we manage to stretch every dollar, recommend and use only the equipment and machinery that is absolutely needed, simple to operate and does not require high maintenance, then and only then will the people in these newly developing countries look at us with friendship. Then and only then will they recommend us to the next job and the next one and the next one again."

It is just this non-Alice-in-Wonderland attitude that brings Salgo and others like him through the right doors.

# 50,000 American companies say yes to trader's index invitation

## Secretary calls response far exceeding expectations

More than 50,000 American businessmen have responded to the Department of Commerce invitation to be listed on the American International Trader's Index and additional replies were still coming in at week's end.

Secretary of Commerce John T. Connor calls the response "not only gratifying but exceeding all expectations. It gives encouraging indication of the number of American firms currently or potentially interested in international trade."

The Secretary's letter of invitation was mailed to 350,000 U.S. firms the first week of September (see INTERNATIONAL COMMERCE Aug. 23, 1965).

Reply cards enclosed with the letter were returned at the rate of 2,900 the first week; 30,000 by the end of the second week; 40,000 by the third week, and more than 50,000 at press-time. Two thousand letters of inquiry were received from firms hearing of the Index but not yet in receipt of the Secretary's letter.

The responses came from some of the country's largest corporations as well as some of the small ones and were representative of all 50 States.

International General Electric, typical of the larger organizations, wrote that one listing would not be sufficient to cover all of the company's diversified international activities. They were informed that a company is permitted as many listings as are necessary to bring the right information to the right person.

Jess F. Kemp, president of Ken-A-Vision, Raytown, Mo. (population 17,083), wrote that 20% of the business of his small firm is now going to foreign countries and he hopes the Index will help him to raise even that figure.

Foremost Dairies, Inc., of San Francisco, Calif., replied enthusiastically about the Index and added:

"Any information or guidance your department can provide toward the increased multinational expansion of our business will be warmly received."

### Timely action

Mallard Inc., a pharmaceutical firm in Detroit, Mich. signed the reply card and added:

"The Government's action could not be more timely for us as we are just starting our foreign operations. We definitely want our name to be included in the new automated 'American Trader's Index.'"

Beginning today (October 11), each of the 50,000 that have indicated interest, plus 6,000 additional non-manufacturing organizations not reached by the first mailing will be sent a voluntary registration form. The registry form asks for such information as the type of company, the products currently being exported, the countries where a firm is now exporting, and other information on which the computerized Index will be based.

### For Government use

The form states: "Information supplied is for use only by the United States Government in the promotion of international trade and investment and in identifying individual firms and their specific interests so the Government may offer all appropriate assistance to them."

The American International Traders Index is expected to be completed by the first of next year. Future registration will always be open and the Index will be updated periodically.

# Collins emphasizes know-how asset

The greatest asset members of the Far-East America Council have at their command is not goods, not licenses, but American know-how, Under Secretary of Commerce LeRoy Collins told the 1,000 delegates to the 16th annual Far East Conference in New York, Oct. 4.

Speaking of a newly acquired knowledge which he described as growing out of the new relationship between American business and government, Under Secretary Collins said:

"An important lesson we are learning from this partnership approach to mutual concerns of business and government has to do with the development of our gross national product and the relationships between this and the improvement of our foreign-trade position.

"If investment—both private and public—can increase our GNP to the extent it does—then so should investment, both from within and from outside any nation, have a similar generative effect on its economy and general welfare.

"The surest way to provide an expanded market for American goods in the developing countries is to encourage the expansion of their GNP, and government activity alone cannot accomplish this; an important role must also be played by the private businessman."

### Consistent program

Collins said that the expansion of investments by American firms in the Far East is benefiting both our economy and those of host nations and "is consistent with and not in conflict with the program of voluntary cooperation launched by President Johnson to cut the deficit in our balance of payments."

The new pattern of Far East investment, he pointed out, is a trend away from the development of natural resources and toward investment in manufacturing industries. By way of illustration, he noted:

► In 1950 only 29% of $565 million invested by private U.S. firms in the Far East went to manufacturing enterprises. By 1963, the proportion had risen to 38%, and a new Commerce Department survey shows that it rose to 41% in 1964. Of $3.3 billion invested in 1964 more than $1.3 billion was in manufacturing.

► In 1964 countries embraced by the Far East-America Council accounted for 22% of U.S. world exports and supplied 20% of U.S. imports.

# Research, documentation bureau in Netherlands answers tax questions around the world

## Established to collect data, foundation prepares reports for business firms, Governments, professionals, scholars

An independent institution housed in a 1771 landmark but bulging with the very latest data on tax matters worldwide is answering questions posed by commercial and industrial enterprises around the globe.

The International Bureau of Fiscal Documentation—now located in the Muiderpoort, historic gateway to Amsterdam—has prepared in the last year and a half more than 800 reports requested by organizations in scores of countries. Almost 100 of these reports were for U.S. organizations—some based in the United States, some in Europe.

### Non-profit foundation

The Bureau was established in 1938 to collect and organize material relating to fiscal matters throughout the world. Gradually professional, academic, Government and business inquiries were directed to the institution. In the postwar period, it became a non-profit foundation under Dutch law, disseminating information on the law and practice of taxation—nationally and under international agreements.

The foundation now employs 10 associates, a librarian, and 16 staff. The majority are Dutch; but some are English, Spanish, and U.S. nationals. In addition, a number of correspondents—officials, tax attorneys, accountants, tax consultants, and university professors—throughout the world cooperate with the Bureau. The Board of Trustees and the Advisory Board are composed of representatives of Governments, industry, commerce, institutions of learning, and legal and other professional organizations from many countries.

### Answers tax questions

Of the Bureau's four divisions—Library and Documentation, International Tax Service, Publications, and Administration—the second-named may be of special interest to U.S. business.

The International Tax Service is responsible for basic research and preparation of material for governments, business and scholars. Reports requested vary, says Bureau Director J. van Hoorn Jr., "from short reports on fairly simple routine questions to reports of considerable length on complex questions of comparative international taxation covering many countries."

### Personal visits

The minor questions are submitted mostly by European countries and predominantly from the Netherlands. The large reports often arise from personal visits to the Bureau for preliminary discussion, he explains.

Generally, after a question has been submitted, the Bureau outlines the main factors to be considered and estimates the time and cost required for a full report. Upon confirmation to proceed, the various Bureau associates prepare the sections dealing with their countries. The final report is coordinated and edited by the senior associate and one of the lawyers employed by the Bureau.

No fee is charged for minor reports for which research is not required nor wherever possible for those supplied for educational purposes. For others, the fee charged reflects only the Bureau's actual cost of preparation.

### Complex questions

That U.S. firms submit complex questions on comparative taxation in many countries is borne out by an analysis of the reports prepared by the Tax Service in the 18 months ended June 30. A tabulation shows that the percentage of reports prepared for U.S. firms is higher in the more expensive ranges:

A total of 108 reports were prepared at no charge. Of these, 21 had been requested by U.S. organizations—10 in the United States and 11 in Europe.

Of 543 reports for which the fee was under $50, only 2 had been requested from within the United States and 41 by U.S. organizations in Europe.

Eighty reports were prepared at a cost ranging between $50 and $100, of which 11 were for U.S. firms—in the United States and Europe. In the $100-$250 range, 60 were prepared, 11 of them for U.S. companies; in the $250-$500 range, a total of 18, U.S. 4; $500-$1000, total 4, U.S. 1; and over $1000, total 7, U.S. 4.

### From A to Z

The questions submitted cover a variety of problems. Some recent examples follow—all involving reports for which fees exceeded $500.

- American marketing consultants asked about income and turnover taxation in the leasing of specialized equipment in a number of European and non-European countries.
- A U.S. industrial firm requested a report on aspects of taxation in establishing a company in 12 European countries.
- An English company asked about joint ventures involving companies in several Common Market countries.
- A Government study group sought information on taxation of capital gains in eight European countries.
- An Italian firm wanted to know about the tax consequences involved in a Swiss based company receiving royalties from a number of European and non-European countries.

### Library, publications

The Bureau's library has amassed 8000 volumes on national and international tax matters, and maintains subscriptions to about 250 tax, finance, and economic periodicals.

The publications program offers a variety of periodicals, loose-leaf services, and books—among them the *Bulletin for International Fiscal Documentation*, a monthly containing worldwide tax information; *European Taxation*, also a monthly on tax systems and problems of 18 European countries; and the *Tax News Service*, a bi-monthly airmail loose-leaf service providing a prompt source of information on current tax developments throughout the world.

Training, research, and education are major phases of the Bureau's program. The institution is continually expanding its facilities and its activities, "to serve the international community by collecting, evaluating and disseminating tax data in a manner which combines scientific approval with practical realism."

For information, **write:** International Bureau of Fiscal Documentation, Muiderpoort, Sarphatistraat 124, Amsterdam-C, Netherlands.

# Trade Center in Tokyo to feature building materials in February; U.S. sales potential termed rich

## Construction of high-rise apartments, commercial buildings up 500% in five years; demand for new structures still high

A rich opportunity exists in Japan for sales of U.S. building materials and architectural hardware, the Bureau of International Commerce disclosed in announcing a special building materials show in the Trade Center in Tokyo, Feb. 2-11.

Construction of high-rise apartments and commercial buildings in Japan has jumped 500% in five years, but a market survey shows the demand for new structures still exceeds the supply.

Topping the list of building materials which present the most promising sales opportunities in Japan are paneling and materials for roofing, caulking, flooring and insulation, according to the survey.

The market survey indicates a shift from construction of wooden building—which increased only 50% in the last five years—to concrete and steel structures.

The survey shows that the floor area of new buildings started in 1964 reached a billion square feet. Despite this, there is still a shortage of three million dwellings in the country—400,000 in Tokyo alone. In addition, the demand for commercial structures far exceeds the supply according to the survey.

The booming Japanese economy has given consumers purchasing power for improved housing, and has created a strong and steady demand for individual homes. In addition the Japanese Government encourages and subsidizes housing construction.

The selected categories of goods to be shown in the Trade Center include:

Lumber, synthetic and composition boards, wood paneling; enameled panels; roofing-materials; adhesives and caulking materials; flooring materials; insulating materials; interior panels; architectural hardware; domestic and industrial oil burners and heating equipment; fire protection materials and devices; special tools and devices for installing building materials; and basic building materials.

**Additional information about trade fairs and trade center shows is available from the Bureau of International Trade Promotion, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.**

**Call or write:** Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, area code 202, WOrth 7-3973, or contact any of the Department's 42 Field Offices.

# Several exhibitions set for next year in the Netherlands

The Royal Netherlands Industries Fair at Utrecht, which will celebrate its 50th anniversary next year, has scheduled several trade fairs in 1966 in addition to its two general spring and fall exhibitions.

Some of the fairs are as follows:

Jan. 3-7—Winter Trade Fair of Luggage and Leatherware. This fair will be held for the 13th time and will include approximately 110 manufacturers and importers who will display products directed at spring and summer styles. It will include the newest products in leatherware, such as suitcases, attache cases, ladies handbags of leather, plastic and other materials; traveling and weekend bags, shopping bags, wallets, purses and small leather goods. Open to buyers only.

Jan. 17-20—"Keur '66". This new fair will include firms exhibiting handicraft and luxury articles which are associated closely with the handicraft industry.

Feb. 7-10—Trade Fair Union of Ice Cream Producers and French Fried Potato Bakers. This trade fair, organized by the union of ice cream producers and french fried potato bakers, will be suitable for ice cream producers, pastry shops and French fried potato bakers, as well as for owners of automats, cafeterias, snackbars, milkbars and expresso coffee shops.

March 7-15—International Spring Fair. The spring fair will emphasize light metalworking and woodworking machinery, hydraulics and pneumatics, electro-technique and electronics for industry, and general industrial groups. The fair management reports the U.S.S.R. intends to mount an exhibit which will emphasize apparatus for scientific work, such as seismic, optical and electronical instruments, computers, testing apparatus, and communication apparatus. The usual range of consumer goods will be housed in the Vredenburg buildings, where the emphasis will lie on the film and photo apparatus section.

### Complete shoe picture

April 12-14—Netherlands International Shoe Fair. Organized by the Royal Netherlands Industries Fair in cooperation with the Netherlands Federation of Shoe Manufacturers and the Netherlands Shoe Wholesalers Association, this fair will present a complete picture of the entire Netherlands shoe industry and important importers, complemented by exhibits of a large number of foreign shoe firms. Open to the trade only.

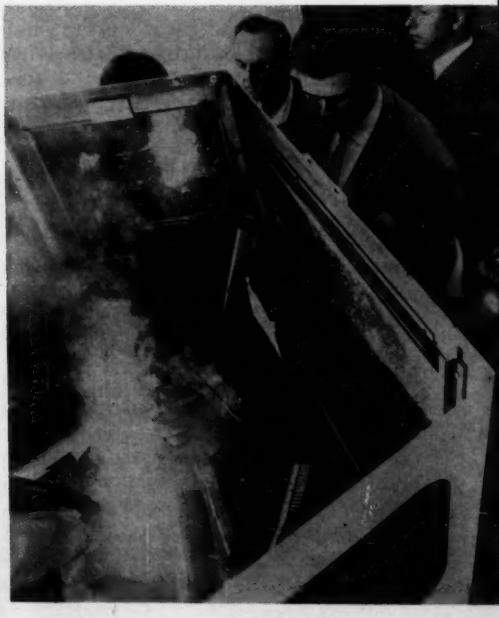
April/May—Sweetmeats Fair. About 50 exhibitors will participate in this fair, organized by the Royal Netherlands Industries Fair in cooperation with the Federation of Sweetmeats Wholesalers. The fair is directed exclusively at a very select group of buyers, namely wholesalers in sweetmeats.

April 15-20—National Educational Fair (N.O.T.). This is the first time the Royal Netherlands Industries Fair will organize this exhibition of educational supplies. The fair will include school furniture, school and educational supplies, books.

**Write:** Royal Netherlands Industries Fair, Vredenburg, Utrecht, the Netherlands.

## *Welding, cutting show yields varied trade leads*

**Several hundred bona fide trade leads were developed at the welding and cutting show in Essen, Germany, on opening day, the Consulate General in Duesseldorf reports. German agents represented 13 U.S. manufacturers, among them exhibitors like the McKay Co. whose automatic welding equipment (top, l.) attracted visitors all day. Silver soldering with fluxes (top, r.) was viewed at the U.S. Silver Corp. booth, safety gloves (Advance Glove Manufacturing Co., photo at left), a micromatic repair welder (McKay Co., bottom, l.), and electric welding equipment (Harnischfeger Corp., below).**



QUALITY CONTROL lab in Tegucigalpa checks cleaning aids made under license from U.S. firms.

# Robust Honduran economy grows at almost double the 1964 rate

## Strong industrial upsurge in San Pedro Sula leads expansion; trade with Common Market partners continues to skyrocket

The Honduran upswing continues to gain momentum, led by the strong industrial surge around San Pedro Sula.

The rate of growth of the Honduran economy as a whole in 1965 may well exceed the 6.5% gross national product increase registered in 1964. All major economic and financial indicators showed gains of from 10 to 12% during the first six months of 1965, approximately double the rates of 1964.

Most of the second quarter industrial expansion was concentrated in the San Pedro Sula area, which also led the country in construction starts and in the rate of increased power consumption. Agricultural exports showed good gains, with shipments of bananas, coffee and cotton at high levels compared with the second quarter of 1964.

First quarter imports of 1965 were $24.6 million, 18% above the $20.8 million for the same period of 1964. The U.S. share of these imports was $10.8 million, an increase of 9% over the same period last year. Imports from other Central American Common Market (CACM) countries jumped to $5.3 million, an increase of 61% over the previous year.

Honduran exports were valued at $31.4 million during the first quarter, 45% above the $28.3 million a year ago. The U.S. took $17.7 million, 18% more than for the same period of last year, and shipments to the CACM countries rose 45% to $6.4 million.

The moderate acceleration in the growth of the economy continued. Since December bank checking deposits have increased 18%, savings deposits 12% and loans over 10%. The money supply increased by 17%, compared to an increase of 10% in the last half of 1964. This rapid increase in the money supply has caused some concern in local financial circles but it is felt that the expanding economy requires the additional money supply and that increasing numbers of the population are leaving the subsistence level and entering the money economy.

International reserves reached a seasonal peak of $27.9 million at the end of June, up $13.7 million over December, and up $6.6 million over the similar seasonal peak of last June. An inflow of investment and loan capital plus heavy banana exports were major factors in the improved position.

### New loan sources

New loan funds for private ventures came particularly from the Central American Bank for Economic Integration and the private development bank, Financiera Hondureno. The Financiera, which began operations nine months ago in San Pedro Sula with $1 million in domestic capital plus $5 million in an Agency for International Development loan, had approved $4.5 million in loans by the end of June.

The lively activity of the private sector has been partially offset by the sluggish investment performance of the public sector. This slowdown is exemplified by the utilization of only $750,000 of the approximately $7 million in external loan and assistance funds included in the 1965 budget.

On the other hand, Central Government revenues during the first six months of 1965 totaled $30.4 million, exceeding revenues for the same period of 1964 by $3.4 million, and leaving a $6.5 million surplus of revenues over expenditures.

### Large tannery

Industrial expansion continued at a good rate, as several more new plants began operating, established firms planned expansion, and several other projects entered the organization state. The most important plant to be inaugurated during the second quarter was a large tannery near San Pedro Sula, which will export to the CACM from an annual production that will eventually reach 600,000 pounds of sole leather and 3 million square feet of upper leather.

A marble plant organized by Italians in San Pedro Sula was virtually ready to begin production by the end of the quarter. Native marble of reportedly good to

## Central America market study

A new market aid to help U.S. businessmen sell their products and make investments in the Central American Common Market (CACM) has been published by the U.S. Department of Commerce.

The 88-page study, "Trade and Invest in Central America," provides an up-to-date evaluation of the nature and scope of the Central American Common Market.

The study was prepared by trade experts of the Bureau of International Commerce (BIC) in cooperation with U.S. commercial attaches in each of the five Central American countries—Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua.

Chief imports of CACM membernations are machinery, transportation equipment, chemicals, food products, petroleum, specialty fuels and lubricants. The United States supplies a large share of all except crude petroleum and food products.

The market's demand for manufactured goods will rise 100% between 1960 and 1970, according to a United Nations study.

In addition to basic trade data on the Central American market, the 60-cent study contains market analyses for various commodities; a discussion of the foreign investment climate and investment regulations; details on distribution facilities, service and trade practices; import regulations, and other selling and marketing tips.

**Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

excellent quality will be quarried, cut, and polished for domestic sale and export.

An established San Pedro Sula company completed a $250,000-expansion program and is producing dry ice, liquid carbon dioxide, acetylene, and liquid and gas nitrogen and oxygen. Among other San Pedro Sula firms now beginning to expand are an underwear manufacturer and a shirt manufacturer, both the largest in their field in Central America. The former company will soon construct a new plant, the latter will expand production to include a leading U.S. brand.

The largest proposed investment is that of Texaco Caribbean, a 5,800-barrel a day refinery in Puerto Cortes. Texaco made its proposal in response to an invitation by the Honduran Government to various companies to submit projects. Other U.S. firms have reportedly shown serious interest in construction of a petrochemical complex in southern Honduras.

Power consumption figures reflect the burgeoning industrial growth of the San Pedro Sula area. Total consumption for April and May 1965 was up 5.6% above a year earlier in Tegucigalpa, while San Pedro Sula consumption jumped 25.6%.

## Imports for Nigerian road projects will be procured through international bids

The World Bank has approved two loans totaling the equivalent of $32 million for road projects in Nigeria. All needed imports for projects financed by World Bank loans must be procured through international competitive bids.

A loan of $17.5 million will assist in financing two four-lane highways serving the port area of Lagos, the Federal capital. The improved roads should relieve acute traffic congestion in the area and facilitate the movement of motor traffic to and from the Apapa Wharves, which handle a large part of Nigeria's foreign trade and are being expanded with the assistance of an earlier Bank loan.

The second loan, of $14.5 million, will be used for the improvement of three priority roads, totaling 95 miles in length, in Western Nigeria, and for equipment and services to improve road maintenance operations in that Region.

## Import market reopening postponed by Uruguay

The Uruguayan Government has postponed for 30 days the re-opening of the import market.

Under the terms of the original decree, the list of 12 allowable "prime necessities" put into effect on June 16 was to be expanded by 112 "important raw materials" on Aug. 16, but this expansion was postponed for 30 days.

The latest decree again provides for the importation of raw materials if necessity can be shown.

# International bidders will manage, supply Spanish port project

Spain will receive the equivalent of $40 million in World Bank funds to help finance her 1964-67 port plan.

The loan will provide $22 million toward the cost of civil works and equipment in four major ports, $18 million for 17 other important ports.

Contracts for equipment and works will be awarded after international competitive bidding.

The project to which the loan will be applied consists primarily of works to be constructed and equipment to be installed in the four ports of Barcelona, Huelva, La Luz y Las Palmas, and Pasajes as part of the Port Development Plan. The project also includes the purchase and installation of cranes and other operating equipment for other ports.

Construction works at Barcelona will include a main breakwater extension, a new wharf for general cargo, the widening of a pier to provide two petroleum discharging berths and various improvements at existing berths. Equipment purchases include cranes for the handling of general and bulk dry cargo, and coal.

For Huelva, the project will include deepening the entrance channel and providing modern facilities for the petroleum traffic, the export of minerals, the handling of cargo associated with the rapidly expanding industrial complex in the area, and for the fishing industry.

At La Luz y Las Palmas, the principal port of the Canary Islands, the project provides for the dredging of the harbor, the construction of two new general cargo wharves and breakwaters, and an access road for a new fish dock.

Pasajes, on the north coast of Spain, will have its entrance channel improved, its main basin deepened, get two new wharves, one for handling bulk and general cargo, the other for servicing fishing vessels, and rebuild an existing quay.

The Spanish Government has undertaken a broad range of measures for improving port finances, administration, and operations. The measures aim to ensure that port rates are set on a commercial basis and to grant a larger degree of autonomy to several of the important ports.

# Import duty rates reduced by Spain

As a part of its anti-inflation program, the Government of Spain has reduced transitory (temporary) duty rates on 221 tariff items. Further tariff reductions are expected later this fall as Spain continues to combat the rising cost of living.

The majority of the tariff reductions range between 9-11%. Over 85% of the items involved are textiles. The remainder are food items, chemical and mineral items, metal items, and a few miscellaneous items.

The following is a list of the new transitory duties established for those items of particular interest to U.S. exporters (items listed by tariff number with former rates in parentheses):

25.03-A Crude mineral sulphur, 11% (13.5%); 25.03-B Other mineral sulphur, 20% (36%); 28.02 Sublimed or precipitated sulphur, 20% (35.5%); 28.04-C-1-a Oxygen, 1% (10%);

51.01-C-1 Yarn of acetate rayon with twist less than 250 turns per meter, 16% (18%); 51.04-A-1 Woven fabrics of continuous synthetic fibers unbleached, 38%(42%); 51.04-A-2 Woven fabrics of continuous synthetic fibers bleached or dyed, 38.5% (42.5%); 51.04-A-3 Woven fabrics of continuous synthetic fibers printed or processed subsequent to dying, 38.5% (42.5%);

51.04-C-2 Woven fabrics of acetate rayon and of other continuous artificial fibers bleached or dyed, 36.5%; (40.5%); 52.02-A-2 Woven fabrics entirely of thread of metals other than precious, 16% (17.5%); 52.02-B-2 Other woven fabrics of metals other than precious, 20% (22%); 54.01-E Flax tow and waste, 9.5% (10.5%);

56.02-B-1 Continuous filament tow of rayon viscose and of cupra, 13% (14.5%); 56.02-B-2 Continuous filament tow of acetate rayon and other continuous artificial fibers, 14% (15.5%); 56.03-A Waste not carded, combed or otherwise prepared for spinning of synthetic fibers, 16% plus 27 pesetas per kg. (17% plus 30 pesetas per kg.); 56.03-B-1 Waste not carded, combed or otherwise prepared for spinning of artificial fibers of staple fiber, cupra, viscose rayon, 16% plus 8 pesetas per kg. (17.5% plus 9 pesetas per kg.); 56.07-A Woven fabrics of discontinuous synthetic fibers, 32% (35.5%);

57.05-B Multiple or cabled yarn of true hemp, 24.5% (27%); 57.09-A-1 Woven fabrics of true hemp plain or twilled weighing not more than 140 grams per square meter, 31.5% (35%); 58.04-B Woven pile fabrics and chenille fabrics of synthetic fibers, 30.5% (34%); 58.05-C Narrow woven fabrics of synthetic fibers, 30.5% (34%); 58.07-A Chenille yarn and gimped yarn, 33.5% (37%); 59.02-A Felt of animal hair, 16.5% (18.5%); 59.11 Rubberized textile fabrics, 21% (23%); 59.15 Textile hosepiping and similar tubing, 22.5% (25%); 59.17-G Other textile articles of a kind used in machinery or plant, 22.5% (25);

60.03-A-1 Silk stockings, 32% (35.5%); 60.04-A Undergarments of silk or synthetic fibers, 34% (37.5%); 60.05-A Outergarments of silk or synthetic fibers, 38.5% (42.5%); 60.05-E Undergarments of other textile fibers, 32% (35.5%); 60.06-B Knitted fabric other than in the piece, 26.5% (29.5%); 61.01-B Men's and boys' wool outer garments, 36.5% (40.5%); 62.01-A Electric blankets, 21.5% (24%); 62.02 Bed linen, table linen, kitchen linen, 37.5% (41.5%); 93.04-B Other sporting and hunting guns, 14.5% plus 575 pesetas per unit (14.5% plus 609 pesetas per unit) (1 peseta equals US$0.016).

For Spanish duty information on other products, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Pakistan regulates prices of cotton cloth, yarn

The Government of Pakistan has announced with immediate effect, two orders regulating prices of cotton cloth and cotton yarn.

The orders provide for appointment of Commissioners to prescribe the maximum ex-factory price, wholesale or retail, at which cotton cloth or yarn manufactured in Pakistan may be sold by a manufacturer, importer, or dealer.

The Cotton Cloth (Control) Order also empowers the Commissioner to prescribe the markings to be made by the manufacturer or importer of a specified kind of cloth manufactured or imported by him.

The Cotton Yarn (Control) Order requires every manufacturer, importer, and dealer to submit information relating to the manufacture, clearance, location, costs, and other matters relevant for the determination of maximum prices by the Commissioner. Moreover, no manufacturer can produce cotton yarn or process goods from it without permission from the Commissioner.

## Lebanon increases duties

Lebanon, in a measure designed to protect domestic industry, has amended the tariff rate on iron and steel bars, imposing a specific duty of $12.80 per 1,000 gross kilograms, provided that such duty is not less than 15% ad valorem. Excepted from the new rate is hollow bar steel for rock-drilling which retains the previous duty rate of 8% ad valorem.

## Dominican Republic revises prior import deposit rules

The Dominican Republic has modified its requirement of a 40% prior import deposit, increasing the deposit to 80% on most consumer luxury items, while redefining and expanding categories exempt from the deposit requirement.

Among the items now subject to an 80% deposit are household electrical appliances; clothing, shoes, and leather goods; furniture, bedding, and mattresses; gems, jewelry, and articles of gold, silver, and platinum; cosmetics and perfumes; alcoholic beverages, including beer; cigars, cigarettes, and candy; fruit juices and preserves; and passenger automobiles, including station wagons.

The original exemption list, consisting of certain basic foods, medical and veterinary products, products for agricultural purposes, diplomatic imports, items for foreign-financed development programs, and donations and publishers' materials has been expanded to include industrial machinery and equipment, certain raw materials, vehicle spare parts, petroleum and products, specified scientific and medical equipment, religious and artistic items, publications of all kinds, and imports by Government agencies, dependencies, and municipalities.

## Continental Shelf bill approved by Netherlands

Netherlands' Continental Shelf Mining Bill has been enacted into law.

The bill's main provisions include concessions to be awarded for defined areas in the Dutch part of the North Sea; exploration licenses to be granted, to be valid for a 10-year period.

Upon discovery of commercially exploitable deposits of gas or oil, a company may apply for a development license. This license will be valid for 40 years, and will be denied only in exceptional cases.

Exploration licenses will not be required in concession blocks adjacent to blocks wherein development licenses have already been issued.

Parliament has the right to approve or reject State participation in exploration on the shelf and the State has authority to participate in the development of both gas and oil deposits.

The implementing regulations which will spell out development terms and conditions, must be submitted to Parliament.

# Report cites investment potential for fishing, processing in Chile

Fishing and processing of Chilean king crab, tuna and other edible fish offer opportunities for foreign risk capital and technical know-how according to a 53-page report prepared by the American Embassy in Santiago, Chile. The report, "Fisheries of Chile—Investment Opportunities" is one of 18 studies made available to businessmen through the Agency for International Development's Catalog of Investment Opportunities and Information. The titles and prices of all 18 studies are listed in the 12th supplement to AID's free Index to the Catalog.

An abstract of the report has been added to the 1500 summaries of other studies which comprise the Catalog itself. Each complete study, its microfiche copy and its summary can be purchased at cost by interested U.S. firms and individuals.

A complete up-to-date Catalog is maintained at each of the Commerce Department's 42 Field Offices and can be consulted at no charge.

According to the Chilean fishing industry report, the industry has developed greatly in the past four years but opportunities still exist for foreign investors and exporters. This explosive growth has focused mainly on anchoveta fishing and production of fish meal. Fishing for king crab, tuna and other edible fish, along with construction and operation of necessary processing facilities, has not developed as rapidly and offers increasing opportunities for foreign risk capital and technical know-how.

## Sport fishing

With world markets for king crab reported as excellent and exports limited only by production, the report emphasizes the opportunities for investors in this area. Excellent sport fishing offers an opportunity for tourism development.

Apart from the investment opportunities available in specific areas of fishing and fish processing, the four-part report is a comprehensive study of the entire Chilean fishing industry. It covers the technical aspects of the industry, financing, areas of interest to foreign exporters and such activities of the fresh fish industry as smoking, salting, canning, manufacture of fish flour and mollusc canning.

The fish reduction industry reportedly now represents an investment of $75 million, with production of fish meal and oil expected to have a world market value of $60 million in 1965 compared to only $12 million in 1963.

Copies of the complete study are $3 each, microfiche at 50 cents and abstracts at 35 cents. Orders for any of these documents should identify the one required by the title of the study and the identification numbers "SIC 2000, Code 1/06/02327."

## Placing orders

These orders can be placed at the nearest Commerce Department Field Office or mailed directly to: Department of Commerce, Clearinghouse for Federal Scientific and Technical Information, 410.14 Springfield, Va. 22151. Checks should be made payable to "National Bureau of Standards—CFSTI."

Of particular interest to businessmen contemplating investment, licensing or trade with less developed countries is the Index to the Catalog of Investment Information and Opportunities.

Available upon request at no charge, this 40-page booklet and its 12 supplements list the titles of the approximately 1500 studies represented by abstracts in the Catalog, both by country and by individual classification, making it easy to quickly locate areas of interest.

To obtain a copy of the Index and its supplements, contact the nearest Commerce Department Field Office or **write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

### TIMERS, CONTROL GEARS

Manufacturer of electrical relay timers and special purpose control gears is seeking a licensing agreement and/or joint venture with a U.S. company for the manufacture of similar products in the United Kingdom.

**Write:** Electro Magnetic Control Co., 5a Goldsmith Road, Leyton, London E10, England. WTD.

## Bombay firm to expand drum, barrel production

A Bombay company with plans for expanding production of drums and barrels seeks a joint venture with a U.S. firm.

The U.S. partner is asked to supply the machinery required for expansion and provide necessary technical know-how after the scope of the expansion program has been jointly determined. Used machinery and equipment would be acceptable for the venture.

The Indian firm presently fabricates about 2,500 metric tons annually of metal containers, drums, barrels, cans and similar items, handling almost exclusively orders from the Indian Oil Corp., Ltd., a Government-owned company distributing gasoline and other petroleum and mineral oil products.

As part of its expansion plan, the company wishes to produce tin containers of 18.5 liter capacity plus drums and barrels with capacities up to 48/50 Imperial gallons.

**Write:** Petrox, Pvt., Ltd., Minerva Estate, Sewri Bunder Rd., Sewri, Bombay 15 DD, India.

## Jordanian battery maker requests U.S. license

A Jordanian manufacturer of dry cell batteries requests a licensing agreement with a U.S. battery producer. Use of a well-known brand name is primarily desired.

**Write:** Jordan Electro Chemical Co., Ltd., P.O. box 1025, Amman, Jordan.

### MACHINERY, AUTOMATS

A manufacturer of machines and tools for glass working wishes to obtain licenses for manufacture in Germany of automatic glass manufacturing and processing machinery and automats for serving food and luxury items.

**Write:** Boepple & Co. KG, 63 Giessen/Lahn, 2 Am unteren Rain, Postfach 128, Germany. WTD.

### EQUIPMENT

License sought to produce equipment designed to eliminate industrial waste from water.

**Write:** Managing Director Rudolf Hellberg, Wihuri-Yhtyma Oy, Hopeasalmentie 48, Kulosaari, Helsinki, Finland. WTD.

# Turkish auto dealer seeks U.S. partner

An Istanbul dealer of automobiles, trucks, tires and spare parts seeks a joint venture to manufacture tire tube valves and pistons.

According to the Turkish firm, the going market price for an imported tire tube valve is 55 cents. An annual production in Turkey of 1 million to 1.2 million tires is projected.

In planning the manufacture of pistons, the local firm would begin by performing only the machining process on imported semi-finished items, expanding facilities at a later date to include all operations.

Initially, production would be limited to pistons for Jeep, Austin diesel, and Chevrolet automobile motors, broadening the line when appropriate to provide pistons for trucks, agricultural machinery and other makes of automobiles.

The firm reports approximately 200,000 automobiles in Turkey. Engine overhauling is reportedly much more prevalent than in the U.S. At the start, an annual production of 50,000 pistons has been scheduled.

The firm, expecting to hold 60% equity, would meet local costs for land and buildings in the Istanbul area, with the U.S. partners providing the necessary machinery.

While a joint venture arrangement with a participating U.S. partner is preferred, consideration would be given to a licensing proposal.

**Write:** Faik Ercan, Bekercan, Ltd., Sti., Cumhuriyet Caddesi 51, Taksim, Istanbul, Turkey. WTD.

### ADVERTISING, MARKETING

A marketing and advertising agency is interested in an association with a large U.S. firm in the same field. It will consider any proposal, with or without capital participation, use of the U.S. firm's trade name alone, or jointly with its own.

**Write:** Planning Publicitaire S.A., 51 Rue de la Vallee, Brussels, Belgium. WTD.

### PHARMACEUTICALS

A pharmaceutical company in Austria desires to enlarge its range of production in pharmaceutical novelties of scientific value and seeks U.S. firms, interested in having their preparations produced under license in Austria.

**Write:** LAEVOSAN-Gesellschaft, P.O. box 316, Linz, Austria. WTD.

### Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520; Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

### LICENSE, JOINT VENTURE

Metalworking firm active in light industrial steel products and materials handling equipment seeks additional products to utilize available capacity. Offers new and modern manufacturing premises, administrative and sales sections to U.S. company in return for licensing arrangement or joint venture.

**Write:** Intrafa Nederland N.V., 7 Ketelaarskampweg's, Hertogenbosch, Netherlands. WTD.

### PACKAGING MACHINERY

A British firm of engineers is interested in manufacturing under license packaging machinery and associated items, plastics extrusion and molding machinery.

**Write:** F. W. Frost, (Engineers), Ltd., Oak St., Works, Norwich, Norfolk, England. WTD.

### ELECTRONIC COMPONENTS

An electrical engineering firm seeks an arrangement with a U.S. company for the manufacture under license of electronic components for the aircraft, nuclear energy and electrical power industries.

**Write:** C. W. C. Equipment, Ltd., King Grove, Maidenhead, Berks, England. WTD.

## Ethiopian brewery needs U.S. financial assistance

A new Ethiopian brewery corporation requests a joint venture with a U.S. brewing company to finance the purchase of plant equipment and provide technicians for initial operations.

An industrial license for the manufacture of beer and related products has been granted by the Ethiopian Government and a plant site about 12 miles from Addis Ababa has been purchased. Plant construction is scheduled to begin shortly.

An initial installation capable of producing 264,000 gallons per year is planned at a total initial investment estimated at about $5 million. The Italian general manager of the new company, a substantial shareholder, has recently served as the commercial manager of reportedly the leading brewery in Ethiopia, located in Asmara.

**Write:** Ethiopian Brewery Share Co., P.O. box 2688, Addis Ababa, Ethiopia. WTD.

## Kenya businessman wants venture with U.S. firm

A Kenya businessman active in the importing and wholesaling business seeks a joint venture to establish a company in Nairobi to make bedcovers and towelling.

A partnership and equal shares is offered to the interested U.S. firm with each partner contributing approximately $14,000 to the venture.

The initial operation is to be small. Present plans call for a two-shift operation in which four looms produce towels and eight looms produce bedcovers.

The items are protected at 14 cents a yard or 36⅔%, whichever is greater. A license to make 400,000 square yards of bedcovers and 180,000 square yards of towelling a year is claimed to have been granted by the Government.

**Write:** M. K. Malde, Popatlal Karman and Co., P.O. box 3914, Nairobi, Kenya. WTD. SIC 2211.

### ENGINEERING ASSEMBLIES

Precision mechanical engineers interested in manufacturing under license mechanical engineering assemblies such as vibrating pokers as used for the compacting of concrete in civil engineering; infinitely variable drive units up to five hp.; and machine tool components and accessories.

**Write:** Kenard Engineering Co., Ltd., 573/579 Princes Rd., Cartford Kent, England.

# Libya to improve five roads; invites bids from experienced firms

Libya's Ministry of Communications, Department of Roads, is inviting bids on five road improvement projects from firms who can submit evidence of their practical experience in the construction of roads and bridges.

Bid deadline on each project is 10 a.m., Dec. 13.

Specifications and documents for each project, as described below, can be obtained for the non-refundable fee of 200 Libyan Pounds (approximately U.S. $560) from the offices of the Department of Roads, Ministry of Communications, in Tripoli.

The five road improvement projects include the Derna-UAR Frontier Coastal Road, about 190 miles; the Agedabia-Jalo (Cyrenaica) Coastal Road, about 152 miles; the Marble Arch (Al Gos)-Benghazi (Cyrenaica) Coastal Road, about 214 miles; the Abu Gren to the Marble Arch (Al Gos) Road, about 222 miles, and the Tripoli-Tunisian Frontier Coastal Road Improvement Project, about 101 miles.

Each road bid must be submitted in a sealed envelope, labeled with the title of the project, and addressed to the Secretary, Central Tenders Board, Ministry of Finance, accompanied by the bidder's guarantee of 50,000 Libyan Pounds (approximately U.S. $140,000). Guarantees can be either a cash deposit with the Treasury of the Libyan Government, a guaranteed check or a letter of guarantee issued by a bank operating in Libya.

Bidders are required to submit evidence showing practical experience of work performed in this field, supported by documents and references; a roster of the staff and technicians with their respective area of specialization, degree, and type of work performed; a list of the machinery required for the project as well as proof of ownership.

The bidding firm must be prepared to import and to employ any other instrument or machinery required for the project. A detailed statement outlining the firm's proposal for executing the project must be furnished as well as evidence of financial standing.

The Tender Board reserves the right to accept or reject any bid.

## Italy announces two NATO infrastructure projects for airbase lighting plants

Italy's Ministry of Foreign Affairs has announced two NATO Infrastructure International Competitive Bidding (ICB) projects.

No. 222, S. Giorgio Di cesena Airbase, construction of a permanent airfield lighting plant at an expected cost of 113,750,000 lire (about $182,000).

No. 223, Piacenza Airbase, construction of a permanent lighting plant, at an expected cost of 122,500,000 lire (about $196,000).

Requests for bidding invitations must be received along with a specially designated Italian Government questionnaire by the Ministero Difesa-Aeronautica, Direzione Generale Demanio, Uffcio Studi, Viale Castro Pretorio, Rome, Italy, by Oct. 19 for project No. 222 and by Oct. 20 for project No. 223. U.S. firms must be certified eligible to participate in NATO ICB. Information on eligibility and certification, as well as copies of the invitation and the questionnaire, can be obtained from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674). Commerce's new pamphlet, "Doing Business with NATO—How U.S. Companies Can Participate," is available free of charge from the Trade Opportunities Staff.

## 160 prefab schools planned for stricken areas in Greece

The School Buildings Organization, 14 Feidiou St., Athens, is inviting bids for the supply and installation of 160 prefabricated school buildings in earthquake stricken areas. Estimated value of the project is $1.3 million.

Bid deadline is Oct. 20. The proposed maximum delivery time is 120 calendar days after award of contract.

Interested firms are also invited to form joint ventures with large Greek public works contractors. Individual firms must furnish a certificate verifying their financial and technical qualifications and experience. A participation guarantee of 2% is required with each bid. The awarded bidder will have to give a 10% performance guarantee.

One set of tender documents in Greek, consisting of bid invitation, special conditions, price schedule, price list, technical description and conditions and drawings, is available for review only to interested bidders in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C.

## E. Pakistan issues tender for hydraulics lab needs

East Pakistan's Director of Supply, Commercial Area, Dacca, has issued tender No. S-10/50(65-66) for 8 pelton turbines, net head 100 feet, maximum shaft out-put about 2 b.h.p., optimum shaft speed 800 r.p.m., diameter of inlet 2½", power 440 v., 50 cycle, 3 phase, plus tanks, gauges, piping, flow meters, venturi tubes and auxiliary equipment. Procurement would be IDA financed.

Bid deadline is Nov. 15.

Tenders are available for $5.25 (non-refundable) from The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca.

One copy of specifications is available for review only, not for loan, from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

## Iraq extends deadline

The Directorate General of Iraqi Republican Railways Services, Baghdad, has extended the bid deadline from Oct. 18 to Nov. 22, tender No. IRRS/G/IT/23/65, for 3 standard gauge diesel-hydraulic shunting locomotives. (INTERNATIONAL COMMERCE, Sept. 27, p. 54).

## Tunisia issues drug tender covering 459 various items

The Pharmacie Centrale de Tunisie, 51, Avenue Charles Nicolle, El Menzah, Tunis, has issued tender No. 3 (1966) covering 459 different pharmaceutical and laboratory chemicals including extracts, tinctures, essences, and reagents. The tender is in French, and correspondence and bids should be in French.

Bid deadline is Oct. 30.

Among the items covered are hemoglobin, polygala, arnica, jaborandi, and valerian. Other products include filter papers, thymol, gentian violet, neutral red, congo red, Erlich reagent, Schiff and other reagents.

Some of the various solutions wanted are sodium chloride, sodium thiosulfate, potassium permanganate, lactic acid, picric acid, citric acid, salicyclic acid, ethyl alcohol, chloroform, ether, sulfuric acid, carbon tetrachloride, bismuth nitrate, calcium carbonate, cadmium chloride, cobalt sulfate, ferrous nitrate and ferrous sulfate.

Medicinal chemicals listed include magnesium acetate, manganese sulfate, potassium, potassium bicarbonate, potassium nitrate, zinc acetate, zinc oxide, cornstarch, ouabain, paraffin, bile salts, pancreatin, papain, gluten, eucalyptus, naphtol, and caffeine base.

Copies of the tender are available on a loan basis only, to firms domiciled in the U.S., from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

## Deadline extended on NATO's POL project in Iceland

The deadline for NATO International Competitive Bidding (ICB) for the supply, export packing and delivery, F/d to nearest port of embarkation of various materials for a POL (Petrol-Oil-Lubricants) Depot to be built in the Hvalfjordur area of Iceland has been extended to Nov. 1 from Oct. 15 (INTERNATIONAL COMMERCE, Aug. 30, p. 37).

A copy of the original Notice of Intent, along with the list of equipment to be procured and the newly released supplement to the procurement list is available from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

In order to participate, U.S. firms must be certified eligible for NATO-ICB. Information about certification can be obtained from the Trade Opportunities Staff.

## Libya to revise tenders for highway construction

Libya has recalled tenders No. 513 and No. 646. The Ministry plans to issue revised international tenders in the near future.

Tender No. 513 was for the construction of a two-lane highway from Benghazi to Benina Airport. (INTERNATIONAL COMMERCE, March 15, p. 56).

Tender No. 646 covered the double carriage highway construction from Tripoli to the Idris Airport. (INTERNATIONAL COMMERCE, Aug. 9, p. 30).

## Libya to build second stage of Benghazi sport stadium; invites bids

Libya is inviting bids for the construction of the second stage of the Sport Stadium in Benghazi, under tender No. 693.

Bid deadline is 10 a.m., Dec. 9.

Interested contractors may obtain the specifications and contract terms for a nonrefundable fee of L£50 (about U.S. $140) from the Public Works Department in Benghazi and Tripoli, or from the consultants, Munce & Kennedy, 80/84 Charlotte St., London.

Bids should be submitted to the Secretary, Central Tenders Board, Ministry of Finance, Shara Shatt, Tripoli, in sealed envelopes marked with the number (693) and the title (Benghazi Sport Stadium Second Stage) accompanied by a guarantee of L£10,000 (about U.S. $28,000). Only bids accompanied by a guarantee will be considered. The guarantee can be either a receipt issued by Libya's Treasurer or a check or letter of guarantee (valid for 3 months) issued by a bank in Libya addressed to the Secretary of Central Tenders Board.

A deposit of 10% of the tender value will be required of the successful bidder upon signing of the contract. The Board reserves the right to reject any tender.

## Ceylon extends bid deadline

The Ceylon Leather Products Corp., 141 Mattakkuliya Church Rd., Colombo 15, has extended the bid deadline for tannery equipment from Sept. 30 to Nov. 17. (INTERNATIONAL COMMERCE, Sept. 13, p. 24).

### U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.**, 87101, U.S. Courthouse. Phone: 247-0311.

**ANCHORAGE, ALASKA**, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

**ATLANTA, GA.**, 30303, 75 Forsyth St., N.W. Phone: 526-6000.

**BALTIMORE, MD.**, 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 3-8460 Ext. 2784.

**BIRMINGHAM, ALA.**, 35203, 305 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

**BOSTON, MASS.**, 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

**BUFFALO, N.Y.**, 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

**CHARLESTON, S. C.**, 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

**CHARLESTON, W. VA.**, 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

**CHEYENNE, WYO.**, 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

**CHICAGO, ILL.**, 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-6400.

**CINCINNATI, OHIO**, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

**CLEVELAND, OHIO**, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

**DALLAS, TEX.**, 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

**DENVER, COLO.**, 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

**DES MOINES, IA.**, 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Phone: 226-6088.

**GREENSBORO, N.C.**, 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

**HARTFORD, CONN.**, 06103, 18 Asylum St. Phone: 244-3530.

**HONOLULU, HAWAII**, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

**JACKSONVILLE, FLA.**, 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

**LOS ANGELES, CALIF.**, 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

**MEMPHIS, TENN.**, 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

**MIAMI, FLA.**, 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

**MILWAUKEE, WIS.**, 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

**MINNEAPOLIS, MINN.**, 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

**NEW YORK, N.Y.**, 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

**PHOENIX, ARIZ.**, 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

**PITTSBURGH, PA.**, 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

**PORTLAND, OREG.**, 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

**RENO, NEV.**, 89502, Room 2029, Federal Bldg., 300 South St., Phone: 784-5203.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

**SALT LAKE CITY, UTAH**, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

**SANTURCE, PUERTO RICO**, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

**SEATTLE, WASH.**, 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

### 011 Field crop farms

**HONG KONG**—Shelled peanuts. Lees Trader (importer, exporter), Rm. 303, Kwong On Bank Bldg., Queen's Road Central, Hong Kong. Cable: LEESTRADER. WTD 6/8/65.

### 019 Commercial farms

**GERMANY**—All kinds of cut flowers, plants, bulbs, shrubs. Direct purchase and/or agency. Simon Kerscher (importer, wholesaler), 4-8 Comeniusstrasse, 85 Nuernberg. WTD 9/17/65.

### 162 Heavy construction

● **NEW ZEALAND**—Construction of 6-lane Thorndon overbridge and ramps on the Wellington Urban Motorway. Tender No. Contract W.D.O. 33799, deadline 4 p.m., Nov. 23. The Secretary, Tenders Board, Ministry of Works, P.O. Box 8015, Wellington. One set of plans and specifications, 1 tender form, 1 reinforcement notes and drawings, and 1 large roll detailed engineers drawings available for review only in Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C.

### 194 Sighting, fire control equipment

**FINLAND**—Anti-aircraft fire control computers, related equipment, components. Requests full details, prices, terms. Direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

### 200 Food

**SOUTH AFRICA**—Infants' foods, patent and proprietary products. Southern Cross Laboratories (importing distributor, manufacturer), Maynard Rd., Wynberg, C.P. WTD in preparation.

### 203 Canning, preserving foods

**BELGIUM**—Hawaiian pineapple, first class produce, packed in high quality glass jars. Ermis (importer), 24 Rue Schul, Antwerp. WTD 6/21/65.

### 207 Confectionery, related products

**BELGIUM**—Toffees, candies, chocolates, biscuits, cookies. S.A. Cats (importer, wholesaler), 9 Berchemboslaan, Berchem, Antwerp. WTD 9/17/65.

### 209 Food preparations

**HONG KONG**—Peanut oil. Lees Trader (importer, exporter), Rm. 303, Kwong On Bank Bldg., Queen's Road Central, Hong Kong. Cable: LEESTRADER. WTD 6/8/65.

### 213 Tobacco

**FINLAND**—American pipe tobacco, well-known brands only. Requests full details, prices, terms. Oy Laivamuonitus—Shipstores Ab (ships' chandlers), Etelaranta 14, Helsinki. WTD 6/29/65.

### 220 Textile mill products

**GERMANY**—Textile piece goods suitable for towels, bedspreads, bed sheets, pillows, curtains, men's shirts. Requests quotations cif Hamburg or Bremen; replies in German. Euro-Gross GmbH (importer, wholesaler), 35 Kassel, Am Koenigsplatz 32-34. WTD 9/21/65.

**HONG KONG**—Lastex, widths 48″ to 52″, in full and cut piece lengths. Banlon, full lengths, stock lots. Radhakrishin & Sons (importer, agent, wholesaler, exporter), P.O. Box 13658, Hong Kong. Cable: VIDYA. WTD 3/5/65.

### 222 Broad woven fabric mills, manmade fiber, silk

**BELGIUM**—Nylon cover cloth for laundry presses and dry-cleaner presses; nylon and Dacron netting cloth for laundry bags. Direct purchase and/or agency for Belgium and Luxembourg. Mr. Paul Lobet (importer, wholesaler, agent), 131 Avenue Ed. Speeckaert, Brussels 15. WTD in preparation.

**FRANCE**—High quality, waterproof, pliable warp and weft nylon fabrics, weight 350 to 400 grams per square meter, suitable for knapsacks and other sports bags and sacks; colors: red, royal blue, navy blue. Sacs Millet (manufacturer), 36 Avenue de Chambery, Annecy Haute-Savoie). WTD 9/1/65.

### 227 Floor covering mills

**SOUTH AFRICA**—Fiber carpets, wool carpets; all types, qualities, sizes. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town. WTD 5/19/65.

### 228 Yarn, thread mills

**CEYLON**—Thread suitable for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

### 229 Textile goods

**GERMANY**—Artificial leather with textile backs for shoe industry, second choice or scrap. Requests quotations fob ocean steamer. Kommanditgesellschaft Harms & Marcus Export & Import GmbH & Co. (exporter, wholesaler), Zippelhaus 5, Hamburg 11. WTD 9/22/65.

**THAILAND**—Vinyl upholstery materials, various designs and colors, for use in manufacturing. Requests samples, quotations cif, c/f, or fob. Direct purchase and agency. Seng Fah Ltd. Partnership (importer, wholesaler, manufacturer), 445/1-2 Samranraj, Mahachai Rd., Bangkok. WTD 8/14/65.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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### 231 Men's, youths', boys' suits, coats, overcoats

**KENYA**—Men's suits and coats; medium price range. Agency and/or direct purchase. Hemraj Bharmal Ltd., P.O. Box 1007, Nairobi. WTD 9/20/65.

### 232 Men's, youths', boys' furnishings

**GERMANY**—Men's shirts, all kinds. Requests replies in German, quotations cif Hamburg or Bremen. Euro-Gross GmbH (importer, wholesaler), 35 Kassel, Am Koenigsplatz 32-34. WTD 9/21/65.

**KENYA**—Men's, youths', boys' trousers; medium price range. Men's shirts, good quality. Agency and/or direct purchase. Hemraj Bharmal Ltd., P.O. Box 1007, Nairobi. WTD 9/20/65.

### 233 Women's, misses', juniors' outerwear

**GERMANY**—Aprons of textile fabrics; coverups. Requests replies in German, quotations cif Hamburg or Bremen. Euro-Gross GmbH (importer, wholesaler), 35 Kassel, Am Koenigsplatz 32-34. WTD 9/21/65.

**HONDURAS**—Women's, misses', juniors' dresses, blouses, waists and shirts. Requests replies in Spanish. Haydee de Cabus, Agencia Hegembarth, S.A., P.O. Box 88, San Pedro Sula. WTD 8/16/65.

### 234 Women's, misses', children's, infants' under garments

**GERMANY**—Women's underwear, nightwear, corsets, brassieres; babies' underwear. Requests quotations cif Hamburg or Bremen; replies in German. Euro-Gross GmbH (importer, wholesaler), 35 Kassel, Am Koenigsplatz 32-34. WTD 9/21/65.

### 239 Fabricated textile products

**GERMANY**—Towels, terry towels, tablecloths, bed sheets, blankets, bedspreads, window curtains. Requests replies in German, quotations cif Hamburg or Bremen. Euro-Gross GmbH (importer, wholesaler), 35 Kassel, Am Koenigsplatz 32-34. WTD 9/21/65.

**TRINIDAD, W.I.**—Housefurnishings—mops. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 9 Broadway, Port of Spain. WTD 9/9/65.

### 243 Millwork, veneer, plywood, prefabricated structural wood products

**FRANCE**—Veneers, all species of wood, especially French walnut. Etablissements Lavaud (importer, wholesaler, manufacturer), 81 Rue d'Avron, Paris 20e. WTD 9/1/65.

**TRINIDAD, W.I.**—Pitch pine plywood. Direct purchase and agency. W. S. Robertson & Co., Ltd. (importers, retailers), 64 High St., San Fernando, WTD 9/15/65.

### 249 Wood products

● **GREECE**—93,400 wood poles, treated (Creosote oil, or pentachlorophenol); various sizes, 9 to 15 meters in length. Tender No. DMKD-431, bid deadline Nov. 1. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens.★ (Telephone: 202-WO 7-3359).

### 251 Household furniture

**GERMANY**—Mattresses. Requests replies in German, quotations cif Hamburg or Bremen. Euro-Gross GmbH (importer, wholesaler), 35 Kassel, Am Koenigsplatz 32-34. WTD 9/21/65.

### 262 Paper mills

**FRANCE**—Insulation papers and cardboards for use in manufacture of electric motor transformers. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses St Bernard, Paris 5e. WTD 4/27/64.

### 263 Paperboard mills

**CEYLON**—Fiberboard, strawboard, fiber corners suitable for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

### 264 Converted paper, paperboard products

**CEYLON**—Marble lining paper for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

**TRINIDAD, W.I.**—All types of paper stationery. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 9 Broadway, Port of Spain. WTD 9/9/65.

### 272 Periodicals

**FRANCE**—Scientific and technical periodicals. Direct purchase and agency. Librairie des Sciences & Techniques Francaises et Etrangeres (importer, retailer), 24 Rue des Ecoles, Paris 5e. WTD 9/8/65.

Periodicals, all kinds. Direct purchase and agency. Brentano's (importer, retailer), 37 Avenue de l'Opera, Paris 2e. WTD 9/8/65.

### 273 Books

**FRANCE**—Scientific and technical books. Direct purchase and agency. Librairie des Sciences & Techniques Francaises et Etrangeres (importer, retailer), 24 Rue des Ecoles, Paris 5e. WTD 9/8/65.

Books, all kinds. Direct purchase and agency. Brentano's (importer, retailer), 37 Avenue de l'Opera, Paris 2e. WTD 9/8/65.

### 281 Industrial chemicals

**BELGIUM**—Chemicals for paper, textile, plastics, petroleum industries; direct purchase and agency. Belgeco (importer, representative, exporter, manufacturer), 115 Avenue de l'Armee, Brussels 1. WTD 6/9/65.

Chemicals for paint and varnish industries; agency and/or purchase for Belgium and Luxembourg. Etablissements M. Frere & Cie.

(importer, manufacturer, agent), 7 Avenue des Noisetiers, Brussels. WTD 12/22/64.

**BRAZIL**—Basic industrial chemicals in bulk, especially for automobile, paint, food, beverage industries. Price quotations Rio de Janeiro essential. Fonte Empresa Comercial e Industrial de Materias Primas S.A. (wholesaler), Rua do Carmo 6, 7° andar, Rio de Janeiro ZC-OO, Caixa Postal 1513 ZC-OO, Estado da Guanabara. WTD 6/1/65.

**FINLAND**—Chemicals and related supplies for use in pulp, paper processing. Requests full details, prices, terms. Lohja-Kotka Oy (manufacturer, exporter), Lohja. WTD 3/26/65.

**ITALY**—Titanium dioxide. Zincossido (manufacturer), Via Martiri della Liberta 29/31, Torino. WTD 10/8/64.

## 282 Synthetic materials

**FRANCE**—Resin for home trailer and boat plastic bodies. Requests replies in French. Caravanes Riva Stella (importer, wholesaler), Route de Valenton, Limeil (S & O). WTD 8/30/65.

● **THAILAND**—Cellulose film MST—moisture proof, heat sealing and transparent—21,000 rolls. Tender No. 35/2508, bid deadline Oct. 20. Thailand Tobacco Monopoly, 184 Roma IV Rd., Bangkok, Thailand.★ (Telephone: 202-WO 7-3529).

## 283 Drugs

**BELGIUM**—Pharmaceutical products, ethical and others. Direct purchase and/or agency for Belgium and Common Market. Laboratoires G. A. Cochard S.A. (importer, exporter, manufacturer), 5-7 Rue Charles Parente, Brussels. WTD 7/10/64.

**BRAZIL**—Bulk organic and inorganic chemicals and their derivatives for manufacture of pharmaceutical and veterinary products. Price quotations Rio de Janeiro essential. Fonte Empresa Comercial e Industrial de Materias Primas S.A. (wholesaler), Rua do Carmo 6, 7°andar, Rio de Janeiro ZC-00, Caixa Postal 1513 ZC-00, Estado da Guanabara. WTD 6/1/65.

**SOUTH AFRICA**—Medicinal and ethical preparations; pharmaceuticals, chemicals and raw materials used in making sulfa drugs, antibiotics, diuretics, barbiturates, inorganic and organic salts; asthma remedies; patent medicines; eye drops. Southern Cross Laboratories (importing distributor and manufacturer), Maynard Road, Wynberg, C.P. WTD in preparation.

**TRINIDAD, W.I.**—Biological products, medicinal chemicals, botanical products, pharmaceutical preparations. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importer, wholesaler, retailer, commission merchant, sales agent), 9 Broadway, Port of Spain. WTD 9/9/65.

## 284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

**FINLAND**—Hairdressing equipment, articles and supplies of all types. Requests full details, brochures, prices, terms. T:mi Lonka (importer, manufacturer, wholesaler), Puutarhakatu 17, Turku. WTD 8/25/65.

**ITALY**—Nail lacquers. Direct purchase and agency. P. F. Italiana (manufacturer), Via Zumaglia 69, Torino. WTD 8/31/65.

**SOUTH AFRICA**—Deodorants, shampoos, toiletries. Southern Cross Laboratories (importing distributor, manufacturer), Maynard Rd., Wynberg, C.P. WTD in preparation.

**TRINIDAD, W.I.**—Toilet soap, shampoos, shaving products, perfumes, cosmetics, other toilet preparations. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importer, wholesaler, retailer, commission merchant, sales agent), 9 Broadway, Port of Spain. WTD 9/9/65.

## 285 Paints, varnishes, lacquers, enamels

**FINLAND**—Paints, oil additives, related products. Requests full details, prices, terms. Direct purchase or agency. Insalko (importer, wholesaler, commission merchant, agent), P. Esplanaadikatu 25 B, P.O. Box 45, Helsinki. WTD 8/24/65.

**SAUDI ARABIA**—Car paints, related products. Importer, wholesaler and retailer requests descriptive literature, price lists. Direct purchase and agency. Hussayn al-Sharqawi, P.O. Box 744, Jidda. WTD 8/10/65.

## 289 Chemical products

**CEYLON**—Glue for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

**FRANCE**—Chemical products for manufacture of printing inks. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint-Bernard, Paris 5e. WTD 4/27/64.

## 291 Petroleum refining

● **CEYLON**—About 12,000 tons of lubricating oils and greases covering these categories: automotive lubricating oils, industrial lubricating oils, automotive and industrial greases, Ceylon Transport Board lubricants, Ceylon Government Railway lubricants. Bid deadline 10 a.m., Nov. 30. Contracts to be awarded for 2 years beginning April 1966; extension to be considered at end of 1967 for a further period of 3 years. The Chairman, Tender Board, Ceylon Petroleum Corp., 113 Galle Rd., Colombo.★ (Telephone: 202-WO 7-2421).

## 301 Tires, inner tubes

**AUSTRALIA**—Automobile tires and tubes, especially size 6:40 x 13; tractor tires and tubes. Direct purchase and agency. Peter Turnbull Machinery Pty. Ltd. (importer, distributor), Attn: Mr. L. Jolley, 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

## 302 Rubber footwear

**FRANCE**—Waterproof rubber footwear. Requests replies in French. Turover (Caoutchouc Manufacture) (manufacturer, importer, wholesaler), 24-26 Rue Gabrielle-Josserand, Pantin (Seine). WTD 9/14/65.

## 306 Fabricated rubber products

**FRANCE**—Rubber gloves for surgeons, electricians, household, industrial use; sanitary rubber goods; rubber sporting goods; X-ray protective items; vulcanized rubber lifesaving clothing; vulcanized rubber waterproof garments. Requests replies in French. Turover (Caoutchouc Manufacture (manufacturer, importer, wholesaler), 24-26 Rue Gabrielle-Josserand, Pantin (Seine). WTD 9/14/65.

## 307 Plastics products

**BAHRAIN**—White vinyl plastic street markings (traffic marking tape). S. Dorabjee & Son (importer, retailer, wholesaler, commission agent), P.O. Box 76, Bahrain, Arabian Gulf. WTD 5/15/65.

● **EL SALVADOR**—Polyvinyl chloride (PVC) pipe fittings consisting of 10,900 socket couplings, 31,200 male adapters and 1,900 saddle clamps. Tender No. IM 28/65, bid deadline Oct. 20. Administration Nacial de Acueductos y Alcantarillados (ANDA), 2a. Avenida Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-3529).

**TRINIDAD, W.I.**—Miscellaneous household plastic ware. W. S. Robertson & Co., Ltd. (importer, retailer), 64 High St., San Fernando. WTD 9/15/65.

## 322 Glass, glassware

**TRINIDAD, W.I.**—Household glassware, including ovenware. W. S. Robertson & Co., Ltd. (importer, retailer), 64 High St., San Fernando. WTD 9/15/65.

## 326 Pottery, related products

**FRANCE**—Porcelain and other fireproof insulators for very high temperatures. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint-Bernard, Paris 5e. WTD 4/27/64.

● **GREECE**—Supply of 56,500 heavy duty, 15 kv, pin type insulators; 199,000 sets two-strain insulators; 140,000 white glazed porcelain, secondary spool type; 144,000 brown glazed porcelain, secondary spool type; 10,000 miscellaneous pin type. Tender No. DMKD-434/481/482, bid deadline Oct. 25. Modification of tender No. DMKD-434, which is cancelled (INTERNATIONAL COMMERCE, March 15, p. 52). Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

## 331 Steel mill products

**CEYLON**—Nails for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

**FINLAND**—Ground rods, steel, with copper mantle. Requests full details, prices, terms. Direct purchase or agency. Elektro-Dynamo Oy (importer, sales agent), P.O. Box 17, Helsinki. WTD 4/27/65.

**FRANCE**—Magnetic sheet-iron rolls, cold and hot laminated. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint Bernard, Paris 5e. WTD 4/27/64.

## 332 Iron, steel foundries

● **GREECE**—Total of 32,820 yards cast iron pipe and fittings, estimated value $200,000: 16,410 yards of 3.94" diameter; 5,470 yards each of diameters measuring 5.91", 7.87" and 9.84". Bids for quantities less than listed above will not be considered. Also, 10,455 special fitting pieces in 67 various sized items such as female plugs, bends, sleeves, crosses, reducers, and tees. Tender No. 1181, bid deadline Oct. 15. Societe Anonyme Hellenique des Eaux (EEY), Purchasing Service, 4 Kolokotroni St. Athens.★ (Telephone: 202-967-3601).

## 333 Primary smelting, refining of nonferrous metals

**FRANCE**—Noble metals for use in manufacture of electronic apparatus, such as tantalum, molybdenum, iridium. Direct purchase and agency. Requests replies in French. Etablisse-

ments Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint-Bernard, Paris 5e. WTD 4/27/64.

● **INDIA**—326,500 kgs. of pig lead IS.27/1965; grade Pb 99.8 and 100,000 kgs. tin ingot; grade SN-99.75 (tin contents 99.75%) I.S. 26/56. Tender No. P/SR-5/502/25/107& 502/25/108, bid deadline 10 a.m., Nov. 3. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (in advance) from India Supply Mission (Ref. No. D/ENQ/1865), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

## 334 Secondary smelting, refining of nonferrous metals

**FRANCE**—Zirconium, for use in manufacture of electronic apparatus. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint-Bernard, Paris 5e. WTD 4/27/64.

## 335 Rolling, drawing, extruding of nonferrous metals

**FRANCE**—Copper alloy bars, sheets, plates, other semi-finished products for use in manufacture of furniture, lighting devices, navy and aviation engines, various other products. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses St.-Bernard, Paris 5e. WTD 4/27/64.

**PERU**—Tin sheets, galvanized, 26 or 28 ga.; 2,000, for use in plant expansion. Direct purchase. Fabrica de Tejidos Marangani S.A. (importer, exporter, wholesaler, manufacturer), Antonio Miro Quesada 221, Lima. WTD 8/20/65.

## 339 Primary metal industries

**FRANCE**—Metal powder for manufacture of fritted or sintered metals. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses St.-Bernard, Paris 5e. WTD 4/27/64.

## 342 Cutlery, hand tools, general hardware

**CEYLON**—Locks, hinges, clips, steel stays, clamps, pins, metal labels, for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer) P.O. Box 791, Colombo. WTD 9/23/65.

**FRANCE**—Hand tools, including garden hand tools, novelty types. Fenwick S.A. (importer, manufacturer, agent), 15 Rue Fenelon, Paris 10e. WTD 6/24/65.

**GERMANY**—Newly developed hand-operated tools and machines for use in handicrafts. Direct purchase and agency. Herm. Stocks & Co. (importer, wholesaler), Amsinckstrasse 4, Hamburg 1. WTD 9/23/65.

All types of gardening tools and machinery. Direct purchase and/or agency. Simon Kerscher (importer, wholesaler), 4-8 Comeniusstrasse, 85 Nuernberg. WTD 9/17/65.

● **IRAN**—500,000 pieces of self-locking railroad car seals, metal. Tender No. 44/1022, bid deadline Nov. 28. Iranian State Railways, Maydane Rah-Ahan, Tehran. Copy of specifications available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

**TRINIDAD, W.I.**—All types of metal hardware, locks and lock sets, hinges, handles. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 9 Broadway, Port of Spain. WTD 9/9/65.

## 344 Fabricated structural metal products

**BELGIUM**—Ceilings, acoustical, metal, all kinds; also suspension devices for same. Direct purchase and/or agency for Belgium and Congo. Etablissements Wanner S.A. (importer, exporter, manufacturer, wholesaler), 26-28 Rue des Bassins, Anderlecht, Brussels. WTD in preparation.

## 345 Screw machine products

**CEYLON**—Rivets for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## 346 Metal stampings

**SAUDI ARABIA**—Household and kitchen hand utensils, cooking utensils, all types. Importer, wholesaler, retailer seeks offers with catalogs and price lists. Al-Sa'id Stores, P.O. Box 538, Jidda. WTD 2/13/65.

## 349 Fabricated metal products

● **COLOMBIA**—Two pressure regulating valves, 2 ring follower and regulation valves, one butterfly valve. Bid deadline Nov. 22. Specifications can be obtained for $2.80 from Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miquel de Aguinaga, Ofic. 607, Medellin.

● **PORTUGAL**—Supply and installation of tubing, valves and thermal insulation of high and medium pressure steam and high-pressure water conduits for the first 125 mw group of the Carregado Thermo-Electric Station (near Lisbon). Bid deadline Oct. 29. Specifications available for $17.50. from Empresa Thermo-Electrica Portuguesa, S.A.R.L., Rua Rosa Araujo, 34-3°., Lisbon, Portugal. Project being financed by World Bank.

## 351 Engines, turbines

● **ICELAND**—Design, manufacture and deliver two 51,600 metric hp., hydraulic turbines, governors and inlet valves for the Burfell Hydro Project on the River Thjorsa in Iceland; estimated cost of first stage approximately $30 million, for the National Power Company of Iceland. Tender No. 290-2, bid deadline Jan. 5, 1966. Copies of Contract Documents 290-2, Hydraulic Turbines, Governors, and Inlet Valves, may be obtained by prospective bidders without charge from Landsvirkjun, Laugaveg 116, Reykjavik, Iceland.

## 352 Farm machinery

**AUSTRALIA**—Tractor spare parts, accessories. Direct purchase and agency. Peter Turnbull Machinery Pty. Ltd. (importer, manufacturer, wholesaler) Attn: Mr. L. Jolley, 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

**DENMARK**—Implements for nursery gardens, horticulture, forestry. Andreas Petersen (importer), Hojby, Fyn. WTD 9/15/65.

**FRANCE**—Powered mowers. Requests replies in French. S.D.G. (importer, wholesaler, manufacturer, agent), 7 Rue des Haras, Bures-sur-Yvette, S & O. WTD 6/3/64.

## 353 Construction, mining, materials handling machinery

**BELGIUM**—Trucks, industrial, heavy duty. Direct purchase, agency and/or assembling for Benelux countries. Euromotor (importer, exporter), 7 Rue des Quatre Vents, Brussels 8. WTD 6/16/65.

● **CEYLON**—Two diesel powered fork lift trucks, 2-ton capacity, in addition to other equipment as published in INTERNATIONAL COMMERCE, Sept. 6, p. 26. Bid deadline remains Oct. 20. The Chairman, Tender Board, Ministry of Nationalized Services, Colombo.★ (Telephone: 202-WO 7-5566).

**FINLAND**—Road building machinery, vehicles, equipment, tools, related items. Requests full details, brochures, prices, terms. Direct purchase or agency. Suomen Tavaraclearing (importer, wholesaler, agent), P. Rautatienkatu 17 A, Helsinki. WTD 8/26/65.

Conveyor systems, sorting machines, loading-conveyor machinery, parcel handling machinery, related components equipment. Requests full details, prices, terms. Direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

Road servicing, construction vehicles, related equipment. Requests full details, brochures, prices, terms. Direct purchase or agency. Suomen Tavaraclearing (importer, wholesaler, agent), P. Rautatienkatu 17 A, Helsinki. WTD 8/26/65.

● **PAKISTAN**—Supply of two, 10-ton capacity electric overhead traveling cranes. Tender No. P&D-III/IDA/MECH/64, bid deadline Nov. 30. Tender documents available for $10.75 from The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong.★ (Telephone: 202-WO 7-5589).

## 354 Metalworking machinery

● **ARGENTINA**—Machines and tools, including but not limited to: valve adjusting head assembly; tangent diestock size 20 S¼" and 26 threads to inch, also size 2 B.A.; ampyrometrical nippers for 2" dia. wire or conductors for 750 v. insulation for a.c. 50 c.p.s. and regulable for 400 cycles/seg. max.; nippers for peeling wire; kit for testing thermocouples; wrenches; calipers. Tender No. M-125, bid deadline 10 a.m., Nov. 10. Complete list and conditions available from the Argentine Aeronautical Military Mission, 12 West 56th St., 3rd floor (P.O. Box 208-Radio City Station), New York, N.Y. 10019.

**AUSTRALIA**—Machine for making flexible metallic tubing. Tubing is to be up to 12" in dia. and is to be made of three materials: zinc-coated mild steel, fully annealed; stainless steel; copper. It is to be packed with fiveply asbestos twine ¼" in dia. Mr. Hunt, E. A. Harper & Sons Pty. Ltd. (manufacturer, importer, wholesaler), Harper St., Alexandria, N.S.W. WTD 9/16/65.

**CEYLON**—Sanding discs for use in manufacture of suitcases and travel goods. Deejay Industries, Ltd. (manufacturer), P.O. Box 791, Colombo. WTD 9/23/65.

**DENMARK**—Equipment for service stations, car dealers, garages; alignment, balancing, straightening equipment; engine testing and tuning equipment; coin and credit-card operated pumps. Dansk Washmobile A/S (im-

porter), Egeskovvej, Fredericia. WTD 9/15/65.

**FRANCE**—Polishing machines; surface treatment products. Direct purchase and agency. Anciens Etablissements R. Pelissier S.A. (importer, wholesaler, retailer, manufacturer), 75 Rue Beaubourg, Paris 3e. WTD 9/9/65.

Power driven hand tools, novelties. Fenwick S.A. (importer, manufacturer, agent), 15 Rue Fenelon, Paris 10e. WTD 6/24/65.

**NEPAL**—Metalworking machinery—gun, metalizing, capacity 2.50 kg. per hr.; requests catalogs and price quotations cif Calcutta. Bhagawati Motor Works (repairs), Chhetrapati, Ikhapokhari, Kathmandu. WTD 5/11/65.

## 355 Special industry machinery

**BRAZIL**—Used equipment for particle board plant; equipment should be in perfect working condition; capacity 100-200 cu. m. per 24 hours work; fob and cif prices and conditions desired. Cia. Agro Industrial Anita Garibaldi (lumber processor), Rua Sertorio 979, Caixa Postal 1631, Porto Alegre, R.G.S. WTD in preparation.

● **CEYLON**—Supply of a band re-saw with vertical and horizontal roller feeds to take timber 27" deep, 30" wide. Bid deadline Dec. 10. Chairman, Ceylon Plywoods Corp., 420 Bullers Rd., Colombo 7.★ (Telephone: 202-WO 7-5589).

**FINLAND**—Pulp and paper processing machinery and equipment. Requests full details, prices, terms. Direct purchase or agency. Insalko (importer, wholesaler, commission merchant, agent), P. Esplanaadikatu 25 B, P.O. Box 45, Helsinki. WTD 8/24/65.

Machinery, equipment, instruments, supplies, related items for pulp and paper processing. Requests full details, prices, terms. Lohja-Kotka Oy (manufacturer, exporter), Lohja. WTD 3/26/65.

**FRANCE**—Powered saws. Requests replies in French. S.D.G. (importer, wholesaler, manufacturer, agent), 7 Rue des Haras, Bures-sur-Yvette (S & O). WTD 6/3/64.

Engraving, reproducing and reducing machines for manufacture of molds and dies. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint Bernard, Paris 5e. WTD 4/27/64.

Offset zinc plates. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint Bernard, Paris 5e. WTD 4/27/64.

**THAILAND**—Small size automatic egg sorting or selecting machinery. Requests quotations cif Bangkok. Phandee Poultry Farm, 409-411 Chula Soi 4, Phya Thai Rd., Bangkok. WTD in preparation.

**TURKEY**—Complete plant for manufacture of citric acid; 1,000 tons annual capacity. Asit Sanayii A.S. (manufacturer), Cark Caddesi 10, P.K. 26, Adapazari. WTD 9/17/65.

## 356 General industrial machinery

**FINLAND**—Pumps; interested in wide range of products. Requests full details, prices, terms. Direct purchase or agency. Insalko (importer, wholesaler, commission merchant, agent), P. Esplanaadikatu 25 B, P.O. Box 45, Helsinki. WTD 8/24/65.

**FRANCE**—Laboratory and industrial furnaces. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses St-Bernard, Paris 5e. WTD 4/27/64.

## 357 Office, computing, accounting machines

● **NEW ZEALAND**—Supply of two weighing in motion rail weighbridges. Weights shall be recorded in tons (one ton = 2240 lb.) and decimals of a ton with a minimum indication of one one-hundredth of a ton (22.4 lb.); track gage on weighbridge platform shall be 3'5¾". Bid deadline Nov. 10. Comptroller of Stores, New Zealand Railways, Private Bag, Wellington. Copies of tender documents available from the New Zealand Senior Trade Commissioner in the U.S.A., 1145-19th St., NW., Washington, D.C. 20036. Copy of tender documents available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230.

● **PAKISTAN**—Supply of 5 electrically operated and 6 non-electrically operated cart weighbridges with automatic ticket printing devices. Weighbridges should be dial system graduated in maunds with maximum weighing capacity of 85 maunds and the weighing platforms should be size 6' x 4'-4" each. Tender No. PD-1/1030/3491, bid deadline Oct. 25. The Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca.★ (Telephone: 202-WO 7-2939).

## 358 Service industry machines

**FINLAND**—Humidifying apparatus, equipment, related products. Requests full details, prices, terms. Direct purchase or agency. I.C.B. (importer, wholesaler, agent), Salomonkatu 17 D, Helsinki. WTD 8/26/65.

**SOUTH AFRICA**—Refrigeration, air conditioning, heating equipment, spares such as pipe fittings (streamline and flare), steel pipes, fans; copper tubing, strip and sheeting; controls and valves; rivets, rivnuts, for fixing and connecting parts; motor compressors; direct purchase and agency. Centurator Products (Pty.) Ltd. (manufacturer, importing distributor), Warrington Rd., Claremont, C.P. WTD 9/22/64.

## 361 Electric transmission, distribution equipment

● **AUSTRALIA**—Supply of 19 different types of high frequency test equipment for research laboratories including, but not limited to: Coaxial thermal converters, micropotentiometer calibrator, coaxial isolators, coaxial low-pass filters, standing wave ratio meter. Tender No. C-9995, bid deadline Nov. 18. The Controller, Stores & Contracts, Postmaster-General's Dept., 3rd Floor, 390 Russell St., Melbourne, C.I., Victoria.★ (Telephone: 202-WO 7-2939).

**BRAZIL**—Electric indicating and graphic recording instruments. Direct purchase or agency. Lyra Comercio e Representacoes Ltda. (wholesaler, representative), Rua da Candelaria 80, 3° andar, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 9/16/65.

**FINLAND**—Multimeters, battery-operated, small size, for servicing purposes and for laboratory use. Precision laboratory oscilloscopes designed to service equipment; must be for 220 v., 50 cycle a.c. current. Requests full details, price lists. Orbis Oy (importer, wholesale distributor), Kalannintie 52, Helsinki. WTD 6/24/65.

**FRANCE**—Measuring apparatus: voltmeters, watt-hour meters, watt meters, oscilloscopes. Direct purchase and agency. Young Electronic (importer, wholesaler), 9 bis-11 Rue Roquepine, Paris 8e. WTD 8/26/65.

## 362 Electrical industrial apparatus

**FRANCE**—Collectors for electric motors. Direct purchase and agency. Requests replies in French. Etablissements Henri Dagot (importer, wholesaler, agent), 26 Rue des Fosses Saint Bernard, Paris 5e. WTD 4/27/64.

Power generators; electric synchronous condensers. Direct purchase and agency. Young Electronic (importer, wholesaler), 9 bis-11 Rue Roquepine, Paris 8e. WTD 8/26/65.

**SOUTH AFRICA**—Fractional horsepower motors. Direct purchase and agency. Centurator Products (Pty.) Ltd. (manufacturer, importing distributor), Warrington Rd., Claremont, C.P. WTD 9/22/64.

## 363 Household appliances

**AUSTRALIA**—Refrigerators, kerosene operated; direct purchase and agency. W. S. T. (Sales) Pty. Ltd. (importer, exporter), 22 Jamison St., Box 5315, G.P.O., Sydney, N.S.W. WTD 10/14/64.

**FRANCE**—Vacuum cleaners; washing machines; refrigerators; toasters; mixers; hot water heaters; dishwashers; food waste disposal units. Direct purchase and agency. Young Electronic (importer, wholesaler), 9 bis-11 Rue Roquepine, Paris 8e. WTD 8/26/65.

**SAUDI ARABIA**—Small electrical household appliances such as bakers, cookers, coffee grinders, coffee makers, pressure cookers, juice extractors, roasters. Importer, wholesaler, retailer seeks offers with catalogs and price lists. al-Sa'id Stores, P.O. Box 538, Jidda. WTD 2/13/65.

Electrical household appliances, such as refrigerators, air conditioners, washing machines; direct purchase and agency. Hussayn al-Sharqawi (importer, wholesaler, retailer), P.O. Box 744, Jidda. WTD 8/10/65.

Household kerosene refrigerators for domestic use. Importer, wholesaler and retailer seeks offers with catalogs and price lists cif Jidda. Muhammad A. al-Bassam, P.O. Box 41, Medina. WTD 8/15/64.

Electrical household appliances such as dessert coolers, water coolers, washing machines. Muhammad A. al-Bassam (importer, wholesaler, retailer), P.O. Box 41, Medina. WTD 8/15/64.

**SOUTH AFRICA**—All types of household electric appliances for a.c., 50 cycles, 220 v. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town. WTD 5/19/65.

## 364 Electric lighting, wiring equipment

**FINLAND**—Insulated connectors and aluminum-to-copper taps for steel-cored insulated overhead cables with aluminum conductors on 380 v. overhead transmission lines. Requests full details, prices, terms. Direct purchase or agency. Elektro-Dynamo Oy (importer, sales agent), P.O. Box 17, Helsinki. WTD 4/27/65.

**FRANCE**—Road lighting fixtures. Requests replies in French. Societe SO.MA.RO (Societe de Materiel Routier) (manufacturer, wholesaler, retailer, agent), 24 Rue de Berri, Paris 8e. WTD 9/14/65.

## 365 Radio, television receiving sets

**FRANCE**—Transistorized radio and television receiving sets; magnetic tape recorders; amplifiers; public address systems; high fidelity amplifiers. Direct purchase and agency. Young Electronic (importer, wholesaler), 9 bis-11 Rue Roquepine, Paris 8e. WTD 8/26/65.

**SOUTH AFRICA**—Battery operated (transistor solid state) portable radio-phonograph

and phonograph only sets; transistor portable radios, F.M., shortwave. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town. WTD 5/19/65.

### 366 Communication equipment

**BELGIUM**—Electrotechnical, thermic control and regulating apparatus, industrial and other. Direct purchase for Belgium and Luxembourg. Atem (importer, agent), 154 Avenue de Cortenberg, Brussels 4. WTD in preparation.

**FINLAND**—Aerial systems for television reception via communications satellites. Requests full details, price lists, terms. Keskusantenni Oy (importer, wholesaler, manufacturer), Hameentie 155 A, Helsinki. WTD 9/21/65.

Radar equipment for military use. Interested in equipment designed to interfere with or to remove interference in radar tracking and related activities. Requests full details, prices, terms. Direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

### 367 Electronic components, accessories

**AUSTRALIA**—Electronic components. Direct purchase and agency. Painton (Australia) Pty. Ltd. (importer, manufacturer, wholesaler), 101 Murphy St., Richmond, Victoria. WTD 8/6/65.

**FINLAND**—Transistors for HF, VHF and UHF receiving, transmitting sets. Requests full details, price lists, terms. Keskusantenni Oy (importer, wholesaler, manufacturer), Hameentie 155 A, Helsinki. WTD 9/21/65.

**FRANCE**—Television receiving type electron tubes; television receiving type cathode ray tubes; special tubes for industrial and military purposes: magnetrons, klystrons, thyratrons; semiconductor devices for industrial and military purposes and for radio-television; electronic spare parts and components, such as condensers, resistors, potentiometers. Direct purchase and agency. Young Electronic (importer, wholesaler), 9 bis-11 Rue Roquepine, Paris 8e. WTD 8/26/65.

### 369 Electrical machinery, equipment, supplies

**BRAZIL**—Electromedical and surgical instruments; direct purchase or agency. Lyra Comercio e Representacoes Ltda. (wholesaler, representative), Rua da Candelaria 80, 3° andar, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 9/16/65.

● **CEYLON**—Supply of x-ray equipment including, but not limited to: Shock-proof diagnostic X-ray apparatus; X-ray generator; control unit; X-ray table unit; explorator unit; tomographic attachment. Bid deadline Dec. 14. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

### 371 Motor vehicles, motor vehicle equipment

**AUSTRALIA**—Motor vehicle spare parts and accessories. Direct purchase and agency. Peter Turnbull Machinery Pty. Ltd. (importer, manufacturer, wholesaler), Attn: Mr. L. Jolley, 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

### 372 Aircraft, parts

**DENMARK**—Airplanes, components. Also interested in any items associated with the aircraft trade, e.g., hangar constructions, heating of hangars. Fourways Aircraft Corp. Ltd (importer), 4 Immortellevej, Vedbaek, Copenhagen. WTD 9/20/65.

### 373 Ship building, repairing

**FINLAND**—Machinery and equipment for ship building use. Requests full details, prices, terms. Direct purchase or agency. Insalko (importer, wholesaler, commission merchant, agent), P. Esplanaadikatu 25 B, P.O. Box 45, Helsinki. WTD 8/24/65.

### 374 Railroad equipment

● **SPAIN**—Supply of 500 flat cars, 2-axle, for Spanish National Railway Co. Bid deadline Oct. 28. Global tender with financing by World Bank. Sr. Director General de la Renfe, Direccion de Estudios y Planificacion, Torre de Madrid, Princesa No. 1, Madrid (8). Correspondence preferred in Spanish. Copy of tender specifications and conditions, in Spanish, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

### 381 Engineering, laboratory, scientific, research instruments

**BRAZIL**—Instruments for laboratory work, scientific research; engineering instruments; direct purchase or agency. Lyra Comercio e Representacoes Ltda. (Wholesaler, representative), Rua da Candelaria 80, 3° andar, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 9/16/65.

● **SYRIA**—22 items in various quantities of laboratory equipment for analysis, testing and control of tobacco manufacturing. Tender No. 36/35, bid deadline Oct. 27. Terms and specifications in French. Free copies of tender documents available from issuing authority. Airmail charges to U.S. are 85 cents. Ministere de l'Economie, Monopole Des Tabacs and Tombacs, Direction Generale, Rue Salhie, B.P. 616, Damas, Republique Arabe Syrienne. Address Teleg.: Monotab-Damas.

### 382 Instruments for measuring, controlling, indicating, physical characteristics

**FINLAND**—Electronic measuring instruments, particularly battery-operated small size multimeters for laboratory and servicing purposes. Requests full details, price lists. Orbis Oy (importer, wholesale distributor), Kalannintie 52, Helsinki. WTD 6/24/65.

**FRANCE**—Refrigeration and air conditioning control equipment, manual and automatic. Office Frigorifique Europeen (importer, wholesaler), 7 Avenue d'Alfortville, Choisy-le-Roi (Seine). WTD 8/31/65.

Scintillation detectors. Direct purchase and agency. Young Electronic (importer, wholesaler), 9 bis-11, Rue Roquepine, Paris 8e. WTD 8/26/65.

**JAPAN**—Water meters; inside diameters of intake and outlet pipes must be 40 mm, 25 mm or 20 mm. Requests catalogues and prices. Toko Seiki Co. Ltd (manufacturer), 105 Senrigaoka, Mishima-cho, Mishima Gun, Osaka Fu. WTD 8/3/65.

### 384 Surgical, medical, dental instruments

**PERU**—Respirators, gas and dust, for use in mining activities. Karl Weiss (importer, retailer, wholesaler, agent), General Borgono 413, Miraflores, Lima. WTD 7/20/65.

### 386 Photographic equipment

**AUSTRALIA**—Diffusion transfer paper for use with photocopying machines. Ultramatic Systems Pty. Ltd. (importer, distributor), Threadneedle Chambers, Corner Pacific Highway & Bruce St., Crow's Nest, N.S.W. WTD being prepared.

### 393 Musical instruments, parts

**AUSTRALIA**—Musical instruments, accessories. Direct purchase and agency. Brash Holdings Ltd. (importer, wholesaler, retailer), 108 Elizabeth St., Melbourne, Victoria. WTD 8/20/65.

### 394 Toys, amusement, sporting goods

**BELGIUM**—Toy airplanes, model construction; toy ships and connected accessories, i.e., controls. Direct purchase and/or agency for Belgium and Luxembourg. Mr. Fernand Stockmans, Scientific (importer, wholesaler, retailer), 11a Rue des Chartreux, Brussels 1. WTD in preparation.

**FRANCE**—Toys, such as construction sets, educative games, mechanical trains, mechanical toys of all kinds; baby carriages; roller skates; gymnasium and playground equipment; pedal cars, rowers, scooters, velocipedes, tricycles; seaside resort games; tennis balls, frames, rackets; table tennis sets; athletic and inflated balls; badminton equipment; basketball sets; footballs; golf sets; bowling alleys and accessories, automatic bowling pin machines, bowling pins. Comptoir Europeen de Commerce International (COMECIN) (importer, wholesaler), 12 Rue Chabanais, Paris 2e. WTD 9/20/65.

**TRINIDAD, W.I.**—Indoor games, game sets for adults and children; mechanical and non-mechanical toys; dolls, doll parts, doll clothing. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 9 Broadway, Port of Spain. WTD 9/9/65.

**VENEZUELA**—Fishing tackle: hooks, rods, reels, artificial lures. Water sports equipment, all kinds. Direct purchase and agency for Venezuela. Requests replies in Spanish. Lucio Sport, C.A. (importer, sales agent), Edificio Alianza, 2a. Transversal, 3a. Avenida Los Palos Grandes, Caracas. WTD 9/2/65.

### 395 Pens, pencils, other office, artists' materials

**AUSTRALIA**—School sundries of injection-molded plastic, such as protractors, pencil sharpeners, set squares, French curves. Direct purchase and agency. William Lewis Pty. Ltd. (importer, wholesaler, manufacturers' representative), 143 York St., Sydney, N.S.W. WTD 7/21/65.

### 396 Costume jewelry, costume novelties, buttons, notions

**TRINIDAD, W.I.**—Costume jewelry, costume novelties. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 9 Broadway, Port of Spain. WTD 9/9/65.

### 399 Manufacturing industries

**AUSTRALIA**—Wigs and toupees, men's and women's, made of human hair. Exquisite Accessories Pty. Ltd. (importers, exporters, distributors), Corner Hume Highway & Chad-

derton St., Cabramatta (Sydney), N.S.W. WTD in preparation.

**TRINIDAD, W.I.**—Brooms, brushes, all kinds. Direct purchase and agency. F. W. Milling & Co. (1963) Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 9 Broadway, Port of Spain. WTD 9/9/65.

Lamp shades in all kinds of materials, shapes, sizes. W. S. Robertson & Co., Ltd. (importers, retailers), 64 High St., San Fernando. WTD 9/15/65.

### 507 Hardware, plumbing and heating equipment, supplies

**GERMANY**—Air raid shelter equipment, such as ventilating and air-conditioning equipment, furnishings for rest rooms and lavatories, doors. Importing distributor requests quotations cif German or Dutch ports. R. Knappe, 98 Niederrheinstrasse, 4 Duesseldorf-Lohausen. WTD 11/22/63.

### 550 Automotive dealers, gasoline service stations

**FINLAND**—Service station and garage equipment, apparatus, instruments, supplies. Requests full details, brochures, prices, terms. Direct purchase or agency. Suomen Tavaraclearing (importer, wholesaler, agent), P. Rautatienkatu 17 A, Helsinki. WTD 8/26/65.

## New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated September.*

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Spain.
Automotive Vehicles and Equipment Importers and Dealers—Colombia.
Canneries and Frozen Foods Producers and Exporters—Guatemala.
Chemicals Importers and Dealers—Netherlands Antilles.
Fertilizers Importers, Dealers, Manufacturers and Exporters—Norway.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—Portugal.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Malaysia and Singapore.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Thailand.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Belgium.
Medicinal and Toilet Preparations Importers and Dealers—Lebanon.
Metallurgical and Metal Working Plants—Chile.
Provisions Importers and Dealers—Denmark.

## International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 195 Small arms

**FINLAND**—Shotguns, hunting rifles, related items. Requests full details, prices, terms. Allsport Agency, Syvanen & Jarvinen (commission agent), Kaarlenkatu 19 A 25, Helsinki. WTD 9/24/65.

### 201 Meat products

**ITALY**—Hides, skins, pelts. Luigi Ghelia di Edoardo Ghelia (importer, wholesaler, agent), Via Fabro 6, Torino. WTD 8/18/64.

Hides, skins, pelts. Requests replies in French. Domenico Giusta (agent), Corso Montevecchio 12, Torino. WTD 8/21/64.

### 220 Textile mill products

**FINLAND**—Textile piece goods for women's high-quality dresses. Requests full details, prices, terms. Herbert Voullieme Kommandiittiyhtio (commission agent), Mikonkatu 1 B, Helsinki 10. WTD 9/15/65.

### 221 Broad woven fabric mills, cotton

**SOUTHERN RHODESIA**—Cotton dress fabrics, particularly in children's designs. J. H. Hamling Agencies (Pvt.) Ltd. (importers, manufacturers' representatives), P.O. Box 726, Salisbury. WTD 9/7/65.

### 239 Fabricated textile products

**FINLAND**—Camping tents, related outdoor products. Requests full details, prices, terms. Allsport Agency, Syvanen & Jarvinen (commission agent), Kaarlenkatu 19 A 25, Helsinki. WTD 9/24/65.

### 251 Household furniture

**FINLAND**—Camping and garden furniture, equipment, related products. Requests full details, prices, terms. Allsport Agency, Syvanen & Jarvinen (commission agents), Kaarlenkatu 19 A 25, Helsinki. WTD 9/24/65.

### 262 Paper mills

**BELGIUM**—Paper, all kinds, for graphic arts; cigarette paper stock; paper filters for cigarettes; other tipping material. Agency for Belgium, France and Luxembourg. Mr. Jacques Bage (agent), 67 Avenue de Boetendael, Brussels 18. WTD in preparation.

### 264 Converted paper, paperboard products

**BELGIUM**—Wrapping paper: waterproof, laminated or not; oiled, impregnated or not. Agency for Belgium, Luxembourg and France. Mr. Jacques Bage (agent), 67 Avenue de Boetendael, Brussels 18. WTD in preparation.

**THAILAND**—Gift wrapping paper; assorted colors and designs; reams of 500 sheets, size 20x30. Requests samples, quotations c/f or cif Bangkok. Sahaphatana Co. (importer, wholesaler), 177-179 Chula Soi 5, Samyarn Market, Wangmai, Pratumwan, Bangkok. WTD in preparation.

### 281 Industrial chemicals

**BRAZIL**—Industrial chemicals for manufacture of glass. Requests quotations Rio de Janeiro; catalogs. Stimpex Sociedade Internacional de Importacao e Exportacao Ltda. (wholesaler, retailer, agent), Rua do Carmo 6, 13° andar, sala 1301, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/2/65.

### 282 Synthetic materials

**SOUTH AFRICA**—Raw materials used in plastic industry for manufacture of household ware, plastic containers, toys, components, extrusion of sheets and films. M. H. Goldschmidt (Pty.) Ltd. (manufacturers' agent), P.O. Box 200, Cape Town. WTD 9/16/65.

### 284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

**BELGIUM**—Household maintenance products, cleaning and sanitation preparations, polishes. Agency for Belgium and Luxembourg. Maison Meindersma S.A. (importer, agent), 35 Rue de Danemark, Brussels 6. WTD in preparation.

### 307 Plastic products

**BELGIUM**—Plastic wrapping material, all kinds. Agency for Belgium, Luxembourg, France. Mr. Jacques Bage (agent), 67 Avenue de Boetendael, Brussels 18. WTD in preparation.

**HONG KONG**—Plastic flooring for industrial use. Catalogues and technical data requested. The China Engineers, Ltd. (importer, agent, wholesaler, retailer, manufacturer, exporter), P.O. Box 148, Hong Kong. WTD 4/13/65.

### 331 Steel mill products

**BELGIUM**—Stainless steel, in all shapes; special steel. Agency for Benelux countries. Essemi S.P.R.L. (importer, exporter, agent), 105 Avenue Louise, Brussels 5. WTD in preparation.

### 342 Cutlery, hand tools, general hardware

**FINLAND**—Hunting, fishing and camping tools, equipment of all types. Requests full details, prices, terms. Allsport Agency, Syvanen & Jarvinen (commission agent), Kaarlenkatu 19 A 25, Helsinki. WTD 9/24/65.

**SOUTHERN RHODESIA**—General hardware items. J. H. Hamling Agencies (Pvt.) Ltd. (importer, manufacturers' representative), Box 726, Salisbury. WTD 9/7/65.

### 353 Construction, mining, materials handling machinery

**BRAZIL**—Machinery and equipment for use in petroleum exploration and extraction, mining, water resources development, geologic surveying. Geoenge Ltda. (geologic consultant, sales representative), Edificio "Cidade do Salvador", s/ 705, Av. EE.UU. 24, Salvador.

### 357 Office, computing, accounting machines

**NETHERLANDS**—General-purpose computers; requests catalogs; quotations cif Rotterdam. Not interested in used commodities. Ex-

clusive agency for Benelux countries. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, wholesaler, exporter, agent), 11 Veldweg, Hattem. WTD 9/15/65.

### 361 Electric transmission, distribution equipment

**NETHERLANDS**—First class reed switches and relays; sealed relays, sensitive relays, other advanced type relays; program switches, timers, centrifugal starting switches for single phase induction motors-6A, 250 v. Not interested in used commodities. Exclusive representation for Benelux countries. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, wholesaler, exporter, agent), 11 Veldweg, Hattem. WTD 9/15/65.

### 367 Electric components, accessories

**FRANCE**—Semiconductor devices. Comptoir Industriel de l'Electronique & Radio-Valves (importer, wholesaler, retailer), 10 Rue Saulnier, Paris 9e. WTD 8/25/65.

### 381 Engineering, laboratory, scientific, research instruments

**NETHERLANDS**—First class instruments with certificates for application in aircraft; requests catalogs; quotations cif Rotterdam. Not interested in second-hand commodities. Exclusive representation for Benelux countries. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, wholesaler, exporter, agent), 11 Veldweg, Hattem. WTD 9/15/65.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**KOREA**—Controls and instruments for industrial purposes. Specifically interested in chemical processing instrumentation systems covering electronic and pneumatic devices including those for recording and control; automatic stream analyzers, electrically-driven sequence control and annunciating systems. Variables to be controlled include such factors as temperature, pressure, liquid level, flow, viscosity, humidity, *p*H., density. Poong-Woo Industrial Co. Ltd. (servicing and offer agent), Rm. 606 Bumhan Bldg., 40 Pukchang-dong, Chung-ku, Seoul. WTD 8/25/65.

**NETHERLANDS**—First class liquid and gas flow meters for industrial use; industrial components for application in the natural gas sector; automatic analyzers for the chemical, petro-chemical industries. Not interested in used commodities. Exclusive agency for Benelux countries. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, wholesaler, agent), 11 Veldweg, Hattem. WTD 9/15/65.

### 394 Toys, amusement, sporting goods

**FINLAND**—Sports, fishing and hunting equipment and articles of all types. Requests full details, prices, terms. Allsport Agency, Syvanen & Jarvinen (commission agent), Kaarlenkatu 19 A 25, Helsinki. WTD 9/24/65.

**SOUTHERN RHODESIA**—Toys, games, all types. J. H. Hamling Agencies (Pvt.) Ltd. (importers, manufacturers' representatives), P.O. Box 726 Salisbury. WTD 9/7/65.

### 395 Pens, pencils, other office, artists' materials

**BELGIUM**—Art supplies, stationery, pencils, erasers; goods suitable for sale in department and stationery stores. Agency for Belgium, Luxembourg and France. Mr. Jacques Bage (agent), 67 Avenue de Boetendael, Brussels 18. WTD in preparation.

### 399 Manufacturing industries

**BELGIUM**—Novelties for office use, goods suitable for sale through mail order house. Agency for Belgium. Yerles (importer), 44 Rue de Beriot, Brussels. WTD in preparation.

**FINLAND**—Garden umbrellas, related products. Requests full details, prices, terms. Allsport Agency, Syvanen & Jarvinen (commission agent), Kaarlenkatu 19 A 25, Helsinki. WTD 9/24/65.

### 471 Freight forwarding

**FINLAND**—Newly organized forwarding and shipping agency seeks qualified agent in New York. Requests full details. Nykyhuolinta Oy (import, export, forwarding agent), Museokatu 40 A 17, Helsinki. WTD 9/16/65.

## Leads for Importers

***Commodities are offered direct unless specified.***

### 091 Marine products

**CHILE**—Fhaeophyceae seaweed; macrocytis pyrifera; Durvillea Antarctica; Lessonia nigrescens. Requests replies in Spanish. Camilo Prieto S. (exporter), Renato Sanchez No. 3374, Santiago. WTD 9/65.

### 202 Dairy products

**FRANCE**—Complete calf-feed compounds (76% powdered skim milk) in 25-kilogram polyethylene bags. Wholesale exportation, in lots of 5,000 kilograms, direct or through agents. Specilait, S.A. (manufacturers, wholesalers, exporters), B. P. No. 4, La Mothe-Saint-Heray, Deux-Sevres. WTD 9/15/65.

### 203 Canning, preserving foods

**BRAZIL**—Heart of palm in 14 or 30 oz. cans with or without labels. Industrias Alimenticias Florida Ltda. (canner), Avenida Rio Branco 57, 15° andar, salas 1509/11, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 9/17/65.

### 208 Beverage industries

**FRANCE**—Bordeaux wines of classified qualities, in 75-centiliter glass bottles, cases of 12 bottles each. Classified white wines from the Dordogne region ("Montbazillac," "Bergerac," "Cotes de Saussignac" and others) and from the Lot-et-Garonne ("Cotes de Duras"). Wholesale exportations direct or through well established sales agents. G. Gaulhiac & Fils (wine growers, wholesalers, exporters), Boite Postale 26, Sainte-Foy-la-Grande, Gironde.. WTD 9/16/65.

### 213 Tobacco

**IRAN**—Tobacco, West Basma, third grade: first quality, 1450 tons; second quality, 1,250 tons; third quality, 1,600 tons. Foreign Transactions Co., for: Iranian Tobacco Monopoly, College St., Shah Reza Ave., Tehran.

### 220 Textile mill products

**BELGIUM**—Interested in supplying textile mill products, on purchasing agent basis, to U.S. manufacturers of ready-made clothes. Can supply broad woven and narrow fabrics of all kinds; woolen, cotton, synthetic yarns; finished apparel. Herman TOB, 59, Frankrijklei Antwerp. WTD 9/17/65.

### 273 Books

**BRAZIL**—Leather bound collections of works, Brazilian and Portuguese authors. Companhia Brasileira de Publicacoes "CBP" (distributor, wholesaler), Rua da Alfandega 111-A, 3° andar, grupo 301, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 9/17/65.

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**FINLAND**—Dandruff treating cosmetic product, newly produced. Seeking qualified distributors. Full details available upon request. T:mi Lonka (manufacturer, exporter), Puutarhakatu 17, Turku. WTD 8/25/65.

### 314 Footwear

**URUGUAY**—Dress shoes, men's and women's, leather; 1,000 pairs/day availability. Requests replies in Spanish. Salomon Szwarcberg (manufacturer), Calle Comercio 2160, Montevideo. WTD 9/7/65.

### 326 Pottery, related products

**BELGIUM**—Earthenware and plastic flower pots, florists' decorative earthenware, glazed and unglazed. Bloempottenfabriek De Schelde (firma Van den Broecke) (manufacturers), 56-58 Gaveresteenweg, Merelbeke. WTD 9/17/65.

### 331 Steel mill products

**SPAIN**—Spikes, steel. Wishes to appoint sales agent or distributor in the United States. Tornillerias Del Sur, S.A. (manufacturer), Lopez de Azme 3, Seville. WTD 9/15/65.

### 335 Rolling, drawing, extruding of nonferrous metals

**FINLAND**—Electric cables, copper, for standard use. Direct sale or agency. Full details, prices, terms available upon request. Helkama Oy (exporter, wholesale distributor, importer), Vattuniemenkatu 27, Helsinki-Lauttasaari. WTD 9/2/65.

### 343 Heating apparatus, plumbing fixtures

**FINLAND**—Oil space heaters. Direct sale or agency. Full details, prices, terms available upon request. Helkama Oy (exporter, wholesale distributor, importer), Vattuniemenkatu 27, Helsinki-Lauttasaari. WTD 9/2/65.

### 345 Screw machine products

**SPAIN**—Bolts, nuts, rivets. Wishes to appoint selling agent or distributor in the United States.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Tornillerias Del Sur, S.A. (manufacturer), Lopez de Azme 3, Seville. WTD 9/15/65.

### 358 Service industry machines

**FINLAND**—Electrical sauna stove manufacturer offers agency arrangements covering exclusive distributor rights in large territorial areas. Full details available upon request. Oy Slev Ab (manufacturer, exporter), Kauklahti. WTD 4/28/65.

### 364 Electric lighting, wiring equipment

**SPAIN**—Brackets—street lighting equipment. Wishes to appoint selling agent or distributor in the United States. Tornillerias Del Sur, S.A. (manufacturer), Lopez de Azme 3, Seville. WTD 9/15/65.

### 365 Radio, television receiving sets

**FINLAND**—Portable transistor battery radios. Direct sale or agency. Full details, prices, terms available upon request. Helkama Oy (exporter, wholesale distributor, importer), Vattuniemenkatu 27, Helsinki-Lauttasaari. WTD 9/2/65.

### 375 Motorcycles, bicycles, parts

**FINLAND**—Bicycles, new design, made in Finland under the trade name "JOPO." Full details, prices, terms available upon request. Direct sale or agency. Helkama Oy (exporter, wholesale distributor, importer), Vattuniemenkatu 27, Helsinki-Lauttasaari. WTD 9/2/65.

### 391 Jewelry, silverware, plated ware

**BRAZIL**—Typical jewelry, ashtrays, lamps, other articles made of rough gem stones; wholesaler wants well-established agents. Nomasa S.A. Importacao e Comercio, Avenida Rio Branco 25, 9° andar, sala 910, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 9/17/65.

### 394 Toys, amusement, sporting goods

**FINLAND**—Hand made fishing lures, 12 different types, immediately available for export; will consider agency arrangements covering exclusive distributor rights in large territorial areas. Woodex (export agency), P.O. Box 563, Helsinki. WTD 1/13/65.

### 399 Manufacturing industries

**CYPRUS**—Natural sea sponges. Samples and prices on request. Mr. Mohamed Ismael (producer, exporter), P.O. Box 179, Larnaca. WTD 9/14/65.

### 509 Wholesalers

**BELGIUM**—Potted flower bulbs. Descriptive leaflets available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Bloempottenfabriek De Schelde (firma Van den Broecke) (grower), 56-58 Gaveresteenweg, Merelbeke. WTD 9/17/65.

**JORDAN**—Religious goods and souvenirs from the Holy Land. Hany M. Qumsiyeh & Bros. (commission agent, manufacturer, exporter), P.O. Box 196, Bethlehem. WTD in preparation.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated.*

**ARGENTINA**—Antonio Bagnato, Manager, Bagnato & Cia., S.A., Directorio 5310, Buenos Aires, **interested in discussing his company's expansion plans with U.S. manufacturers of rubber products and machinery and equipment** for these products, and requesting technical information. Oct. 1 via Miami for 20 days. Itinerary: Oct. 5-15 New York c/o Park Sheraton Hotel; Pittsburgh. WTD in preparation.

**AUSTRALIA**—Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W., **interested in negotiating agency agreements, distributorships, and licensing rights with manufacturers of engneering, mining, construction and pipeline equipment.** Oct. 17 via New York for one month. c/o Irving Trust Co., International Dept., 1 Wall St., New York, N.Y. Itinerary: New York and Philadelphia Oct. 17-21; Chicago Oct. 27-30; Minneapolis and St. Paul Nov. 2; Tulsa, Okla. Nov. 3-7; Dallas and Fort Worth Nov. 8-10, Houston Nov. 11-12. WTD 8/11/65.

**ENGLAND**—R. J. Sandiford, Managing Director, Frederick Greenwood & Sons Ltd., Trafalgar Works, Belfield, Rochdale, Lancashire, **interested in seeking opportunities with U.S. companies for manufacturing under license in U.K. products such as electro-mechanical devices involving metal pressings, chiefly for sheet metal products, flat and spiral springs.** Oct. 11 via New York until Oct. 26. Itinerary: Oct 11-13 New York c/o Park Sheraton Hotel; Oct. 13-26 Miami c/o Carillon Hotel, Miami Beach. WTD in preparation.

**HONG KONG**—Yu Chau, Silver House, 92-94 Nathan Rd., Kowloon (P.O. Box 5250), Hong Kong, **interested in purchasing a punch card sorting machine and orlon and nylon knitwear for beading and embroidering for re-export.** October via New York. c/o Mr. Segerman, Adorence Co., Inc., 9 E. 38th St., New York, N.Y. Itinerary: New York, Boston, Miami, Cincinnati, Chicago, Denver, San Francisco, Los Angeles, Honolulu. WTD in preparation.

**INDIA**—B. A. Yashanoff, Industrial Consultant, 41 Chowringhee Rd., Calcutta 16, **interested in financial and technical collaboration for setting up a scooter and autocycle project in Bihar and discussing a project for manufacturing uni-girder box type electric traveling overhead cranes.** Oct. 15 via New York for one week. c/o India Consulate General, 3 E. 64th St., New York, N.Y. Itinerary to be decided upon arrival. WTD in preparation.

O. N. Goenka, Managing Director, D. L. Millar & Co. Private Ltd., 3 Netaji Subhas Rd., Calcutta 1, **interested in financial and technical collaboration for setting up a scooter and autocycle project in Bihar.** Oct. 15 via New York for 1 week. c/o India Consulate General, 3 E. 64th St., New York, N.Y. Itinerary to be decided upon arrival. WTD under revision.

Maj. General D. Misri Chand, Indian Army (retired), 152 Malcha Marg, Chanakyapuri, New Delhi 11, **interested in negotiating with private U.S. firms for a possible joint venture to manufacture particle board and fabricated steel structurals.** Via New York for about 5 weeks. c/o American Express Co., 649 5th Ave., New York, N.Y. Itinerary: New York, Washington, Chicago, San Francisco, others as required. WTD in preparation.

B. S. Gupta, Managing Director, Eagle Paint & Pigment Industries Private Ltd., 135 Canning St., Calcutta 1, **interested in arranging collaboration for the manufacture of strong adhesives and reflecting advertisement signs.** Oct. 2 via New York for 15 days. c/o Switzer Bros. Inc., 4732 St. Clair Ave., Cleveland 3, Ohio, or c/o K. K. Khandelwal, 261 Parkside Drive, Palo Alto, Calif. Itinerary: New York, Washington, Cleveland, Los Angeles, San Francisco, St. Louis, others as required. WTD 12/7/64.

**ISRAEL**—Aron Bobrow, The Israel Directory, 37 Maze St., Tel Aviv, **interested in printing and distributing The Israel Directory, a guide to industrial, commercial and cultural activities and enterprises in Israel, the United States, Canada, and South America; requesting technical information on printing and distribution methods.** Oct. 15 via New York for 6 weeks. c/o Butterman, 37 Chancellor Ave., Newark, N.J. Itinerary: New York area. WTD in preparation.

**LUXEMBOURG**—Guy J. Binsfield, Interpublicite Advertising Agency, 16, Rue d'Epernay, Luxembourg, **interested in professional contacts for service on European Market.** Mid-Oct. via New York for indefinite stay. c/o E. S. Tennent, 1024 Glendallyn Circle, Spartanburg, S.C. Itinerary: New York; Chicago; Flint, Mich.; Spartanburg. WTD in preparation.

**MOROCCO**—Charles Malka, Royale Marocaine de Navigation S.A., 13 Rue Ballay, Casablanca, **interested in meeting with shipping companies having large vessels for eventual charter, and offering for charter his 3 cold storage vessels of 1350 metric tons deadweight.** Oct. 15 via New York for 2 months. c/o Consulate General of Morocco, 757 3rd Ave., New York, N.Y. Itinerary: New York, San Francisco, Los Angeles, Washington. WTD in preparation.

**NICARAGUA**—Francisco A. Mendieta, Almacen F. A. Mendieta, Aptdo. Postal 1609, Managua, **interested in radio and television equipment.** Via Miami for one week. Write to 147-53 Ash Avenue, Flushing, L.I., N.Y. Itinerary: Miami, Washington, New York. WTD 1/7/64.

Mrs. Elbia de Bravo, Tienda Elbia, Matagalpa, **interested in buying lingerie, glassware, sweaters from Miami wholesalers.** Oct. 2 via Miami for 3 weeks. c/o Nicaraguan Consulate, Miami, Fla. Itinerary: Miami. WTD 9/22/65.

Armando Molina Gomez, J. Roman Molina Gomez & Cia. Ltd., 2a Ave. S.O. 303, Managua, **interested in fiberglass and requesting technical information on the manufacture of mirrors.** Via Los Angeles for 3 weeks. Write to 2161 Addison Ave., Palo Alto, Calif. Itinerary: Los Angeles, San Francisco. WTD under revision.

**SOUTH AFRICA**—Alec Warr, Director, Fowkes Bros. (Pty.) Ltd., 16 Loop St., Cape Town, **interested in expanding agencies and purchasing battery chargers for 220 v. a.c. 50 cycle, both air and electric paint spraying equipment, gas driven chain saws, garage testing equipment, railway**

**jacks mechanically operated up to 100 tons, chain blocks and tackle up to 5 tons and up to 15′ lifts, emergency flares or signals, reflecting paints for warning signs, remote control garage door electric openers 220 v. a.c., 50 cycle; diesel outboards, small diesel, boat fittings, stainless steel wire rope, marine electric equipment such as echo sounders, small emergency transmitters, automatic pilots, small size hydraulic winches, television agency units only (no cabinets), small size air conditioners.** Oct. 2 via Chicago for 2 weeks. c/o Department of Commerce Field Offices on itinerary: Itinerary: Oct. 2-10 Chicago, Oct. 11-18 Los Angeles; Oct. 20, 21 New York. WTD 9/14-65.

**SWEDEN**—Harvey Stjernstrom, William Harvey AB, Kungsgatan 8, Boras, **interested in contacting manufacturers of textile piece goods for children's and ladies' clothing, especially madras material, textile piece goods for lingerie, raschel laces for foundations and lingerie, spandex elasticized tricot for body stockings.** Oct. 7 via New York for 10 days. c/o New York Hilton Hotel at Rockefeller Center, Avenue of the Americas at 53rd, New York, N.Y. Itinerary: New York, Washington, Atlanta. WTD in preparation.

Lennart Nilsson, representing AB Celloplast and Siscol AB, Norrkoping, **interested in establishing contacts with paper, board and film converters, in meeting potential licensees for tapered cans from 3-5 gal., importers and/or distributors of water soluble vitamin preparations for animals, live fishing bait, exporters and/or manufacturers of the graphics industry regarding new methods for cutting and creasing blanks after off-set or letter press printing, electrolytical and hot dip tin plating for container making,** and requesting technical information. About Oct. 15 via New York for 3-4 weeks. c/o Sheraton Dayton Hotel, 210 North Main St., Dayton, Ohio until Oct. 22. Itinerary: New York, Chicago. Dayton. WTD 4/26/65 on AB Celloplast; WTD on Siscol in preparation.

Per-Axel Amadeus Atterbom, Pan-Nordic Automation AB, Lindenhof, Box 18 at Saro, **interested in buying automatic vending machines and equipment for industrial canteens.** Oct. 15 via New York for 3 weeks. Itinerary: New York c/o John McCormack, Cosmos Shipping Co., 8-10 Bridge St., New York 4, N.Y.; Chicago c/o Hotel Knickerbocker, North Michigan Ave., Chicago 11; Miami; Albuquerque; New York. WTD 1/8/64.

# Future Construction

**ARGENTINA**—A special commission was constituted for the financing study of **El Chocon-Cerros Colorados hydroelectric power project** (calculated cost $350 million, of which $210 million would be foreign exchange expenditure). The Commission is composed of the president of the Central Bank, and a Bank director, the technical Secretary and one other official of the National Development Council, a Treasury Secretariat representative, the president and two engineers of the State electric power agency, Agya y Energia Electrica, and the undersecretary of the Secretariat of Energy and Fuels.

Following the first meeting of the Commission, Dr. Hugo Storani, president of Agua y Energia Electrica, told reporters that Agua y Energia had delivered to the Commission its studies on the financing of the local currency costs as well as studies on the terms of the public bid to be called for the El Chocon project. Dr. Storani stated that the electric power needs of the country cannot be satisfied unless the El Chocon-Cerros Colorados power facilities are inaugurated in 1972.

**AUSTRALIA**—A new **paper mill** is to be developed in Tasmania at a cost of A£5 million ($11.2 million). It will be built near Devonport on the northwest coast by Associated Pulp & Paper Mills Ltd. The mill, initially using imported pulp, will be able to produce 30,000 tons of fine paper a year, thereby increasing the company's output by almost a third. The Tasmanian Government's loan will enable the company to run a water pipeline seven miles from the Mersey River to the new paper-mills plant. The Government will also provide housing and roads.

**BOLIVIA**—West German Ambassador Guenther Motz announced that his Government will lend U.S. $3 million for a **potable water supply for La Paz.** Plans for the project were devised by Ingenieria Global, an organization composed of Bolivian engineers and German engineers from Deutsche Projekt Union. The municipality has raised $750,000 for its share in the financing.

**CANADA**—(Can $10 = US$9.25). Representatives of three prairie provinces and of the Federal Government have recommended a $5 million **evaluation study of the water potential of the Saskatchewan-Nelson river basin.** If the proposed study leads to acceptable projects for ensuring an adequate supply of water for the prairie provinces, the program of conservation and diversion could cost as much as $400-$500 million.

The ministers of agriculture from Alberta, Saskatchewan and Manitoba and the Federal Government met in Edmonton to discuss a technical survey of the river system as a preliminary step to avoiding future serious water shortages in their provinces. Natural Resources Minister, Arthur Laing and Premiers Ross Thatcher and Ernest Manning were also present.

According to a statement issued at the end of the meeting, "the ministers agreed to recommend to their governments a major study of the river system in the interests of future of the prairie provinces and Canada." A Saskatchewan-Nelson basin board would be appointed by the governments to supervise the evaluation which is expected to take three years.

In explaining the nature of the study, the ministers stated that the evaluation would concentrate on control, conservation and supply aspects including diversion possibilities and would produce preliminary information on the river system as a whole. They predicted that the development cost estimates would provide for over **55 dam sites** and **several canals.**

In commenting on a number of inquiries about the proposed study and the possible sale of water to the United States, Minister Laing said that Canada is conscious that the nation's water supplies, "which include one-third of all the fresh water in the world", are probably its greatest resource, but that Canada would be "very unwise" to talk about selling water to the United States before making accurate assessments of future Canadian requirements, "even though 60% of our water is wasted as it flows into the Arctic Ocean".

**COSTA RICA**—A project for the construction of a **60 to 80 mile, 6″ pipeline** to carry gasoline, kerosene and diesel fuel from the Refinadora Costarricenese de Petroleo, Sociedad Anonima plant in Port Limon to San Jose was approved by the Government. The cost of the project is estimated at $3.5 million and is expected to take 18 months to complete. The Government will provide the right-of-way over government lands and the Refinadora will be permitted to buy the needed private lands for their declared tax value.

The Refinadora is expected to complete construction of its refinery in Limon by the end of this year. Construction of the pipeline will eliminate expensive land or sea hauling of the processed fuel.

The Refinadora is jointly owned by Costa Rican interests, including the Government, and by the Union Texas Petroleum Company. Construction expenses will be borne by the company and by the Allied Chemical Corporation. Under the terms of the contract the Refinadora is given 90 days to determine the feasibility of the project; if positive findings are returned, the company is committed to build the pipeline.

**Write:** Rodrigo Carazo Odio, Refinadora Costarricense de Petroleo, S.A., Apartado 4351, San Jose, Costa Rica, and, Mr. Ray Pittman, Union Texas Petroleum Co., Division, Allied Chemical Corp., Houston, Texas.

**GREAT BRITAIN**—(1£=US$2.80). The National Ports Council's Interim Plan for **port development** in Britain involves 14 ports, construction of about 70 new berths and the renovation of 46 berths. Cost will be about £150 to 155 million (over $400 million).

Proposals for capital expenditure for the construction of new berths are: (Figures are in millions) London, £25; Southampton, £12; Bristol, £29; Newport, £4; Swansea, £2-3; Liverpool, £40 (some of the Liverpool schemes are already being constructed); Manchester, £1; Glasgow, £9; Greenock, £1-2; Grangemouth, £6-7; Leith, £5-6 (some already under construction); Tees, £5; Hull, £9; Immingham, £3.

The Council says that as a rough guide to the rate of build up of the capital expenditure, it is probable that, given quick approval of the schemes, a rate of £40 million a year will be reached by about 1968 on the projects included in the Interim Plan.

The proposals contain, first and foremost, provisions to deal with the immediate pressure on London and Liverpool which the Council is satisfied will increase and not diminish over at least the next decade. The Council's broad assessment of the situation in the ports has shown that it is necessary, in drawing up the interim proposals, to place particular emphasis on these points: Rapid improvements to general cargo facilities are needed, particularly for exports; more deep-water berths are needed; and it is highly probable that export traffic will continue to flow in considerable quantities along existing channels and there is consequently a need to locate a large

share of the total investment at London and Liverpool.

**JAPAN**—The World Bank has approved a loan equivalent to $25 million to assist in financing a **7.8-mile elevated toll expressway in Kobe.** This is the seventh loan to be made by the Bank for Japan's expressway system. Earlier loans totaling $305 million are paying part of the cost of the Tokyo-Kobe Expressway and the Haneda-Yokohama urban expressway in the Tokyo metropolitan area.

The loan will be made to the Hanshin Expressway Public Corp., a government agency established in 1962 with responsibility for the construction, operation and maintenance of toll facilities in the Hanshin region, a metropolitan complex comprising the cities of Osaka, Kobe, Amagasaki, Nishinomiya and Ashiya. The Hanshin region is one of the most industrialized areas of Japan and second only to the Tokyo-Yokohama region in economic importance.

The project being assisted by the loan is part of a 32.3-mile network of elevated urban expressways in the Osaka-Kobe area which the Corporation plans to construct at a total cost of 135 billion yen ($375 million). One section in Osaka is already in service and a priority section in Kobe is under construction.

The Kobe Expressway will be an elevated, four-lane, divided, limited access toll expressway extending 7.8 miles from the western outskirts of the city to the eastern. For nearly 70%of its length it will be built as an elevated viaduct above existing city streets, which are being widened to accommodate the ramps and toll facilities. Sections of the expressway between ramps will be opened to traffic as they are completed. The expressway should be open over its entire length by early 1969, at which time it is expected to carry an average of 22,600 vehicles daily. In subsequent years, it is expected that between 80,000 and 100,000 vehicles will use the expressway daily.

The total cost of the project, including construction, right-of-way, administration, associated street improvements, and interest during construction, is estimated at the equivalent of $84 million. The Bank loan will cover about a third of the total; the remainder will be financed by the Corporation from domestic loans and by Government and municipal funds.

**Opportunities will be given for international competitive bidding on appropriate parts of the superstructure, involving the fabrication and erection of about 16,500 tons of steelwork in viaducts, bridges and steel piers.**

Toll revenues will be sufficient to pay for working costs, administrative expenses and redemption of construction debt and subscribed capital in about 25 years if traffic develops as forecast.

**SAUDI ARABIA**—King Faysal has directed the allocation of SR 20 million ($4.44 million) for the construction of an **asphalted road to connect the Trucial States from Dubai to Ras al-Khaymah.**

**SPAIN**—According to the Minister of Industry, Spain's **electric generating capacity will be more than doubled—to 21 million kilowatts—by the end of 1970.** Cost of the expansion program is expected to surpass $1.6 billion. Slightly more than half of the increased generating capacity will be provided by **hydroelectric plants.**

**SWITZERLAND**—(1 franc = US 23¢). The Swiss Federal Council has requested approval from the Parliament of an expenditure of 440 million francs for **facilities at the Federal Institute of Technology in Zurich** to be built within the next five years.

About 3 million francs will be used to modernize certain existing facilities and for some new construction, including an allocation of 94,500 francs for the erection of a **new center for high energy physics at Villigen,** near Wurenlingen which will have a 30 million francs 500 MeV high-flux proton accelerator.

Within 3 to 5 years, an allocation of 217 million francs is proposed to complete the service facilities and the physics complex at the campus.

All buildings will have air raid shelters (capacity 2100 people) with auxiliary power, ventilation and sanitary facilities. This feature is to cost 6.7 million francs.

**SYRIA**—The Federal Republic of Germany will loan 7.5 million marks (approx. $1.9 million) for **phosphate handling facilities and electric power generation at Jordan's port of Aqaba.**

## Significant Awards

**COLOMBIA**—(US $1=13.50 peso). The Colombian Ministry of Public Works has awarded a contract for construction of a bridge across the Magdalena River at a point 12 miles south of Barranquilla. Total cost will be 63.5 million pesos. The bridge will be the longest in Colombia, 3,835 feet long and 32 feet wide. It will be a semi-rigid metallic structure with reenforced concrete approaches.

Although construction will require only 3½ years, completion is expected in about 5 years, allowing for further study and specification changes before final approval of the contract.

Serrano Gomez e Ingieneria de Puentes Limitada, which was awarded the contract, is the largest and most reputable of Colombian construction firms, and its president, Jose Gomez Pinzon, is a member of the American Society of Civil Engineers.

Construction of the bridge reportedly will be financed by a U.S. firm and will be paid for by tolls over a 10-year period. A local engineer, however, who has talked to members of the construction company, states that the period will be 30 years.

**ETHIOPIA**—The Ministry of Interior has announced that the successful bidders on the Town Planning Project were the Italian firms Burrucci Gaddo and Sacco, Rome; Consorzio Italiano Di Studi Urbanistic, Rome; and Impressa Rilevamenti Topographic Fotogramentrici (IRTEF), Florence. The first two firms will do the planning work for 20 towns and the third will do a topographic survey of all 40 towns.

**IRAQ**—(ID 1=$2.80). The turnkey contract for a 36,000 m.t. lubricating oil plant at the Daura Refinery, Baghdad, was awarded to S.N.A.M. of Italy (an E.N.I. company) at a total cost of ID 4,319,700.

Foster-Wheeler Italiana is a subcontractor to S.N.A.M. for the propane-de-asphalting unit, furfural extraction unit, and MEK unit (which separates wax from lube oils).

S.N.A.M. will supply the hydro-finishing and packaging/blending units and will do all the civil engineering. A next Texaco process for lube oil manufacture will be used. The new lube oil plant, scheduled for completion within two years, will be built adjacent to the existing 25,000-ton capacity plant built by Foster-Wheeler of England in 1957.

According to a Baghdad News article, the S.N.A.M. Foster-Wheeler bid was approximately ID 1 million lower than any of the six bids received. A Japanese company was the second lowest bidder; another bidder was Foster-Wheeler, England.

**SAUDI ARABIA**—A consortium of "Lockwood Surveys" of Toronto (Lockwood, Kessler and Bartlett), Hunting Surveys of England and Aero Service Corp. has been awarded a $1.9 million contract by the Saudi Ministry of Petroleum and Mineral Resources for a combined magnetometer and scintillometer survey of 381,000 line kilometers of the Arabian Shield.

Three aircraft and about 30 men will form the team which will commence flying operations in the country this month. All necessary flights should be completed by May 1966, and the remainder of the work by June 1967. The Project Manager, who will not remain in the Kingdom, will be Mr. Douglas MacKay of the Lockwood firm.

**SOUTH AFRICA**—(1 rand = US$1.40). The tender for the precast concrete and earthworks on a portion of the Empire Road Section of the North-South Motorway was awarded by the Johannesburg City Council to Friedberg Earthmovers (Pty.) Ltd. who submitted a bid of R134,129.

The Johannesburg City Council awarded a R203,642.75 contract to Randcon (Pty.) Ltd., Johannesburg, for the construction of the "Smit Street Interchange" on the city's North-South Expressway.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## NATO construction project open to international bids

Great Britain's Ministry of Public Buildings and Works has announced a NATO Infrastructure International Competitive Bidding (ICB) for the construction of a two-story dormatory for maintenance personnel and the conversion of existing brick buildings into sanitary facilities for the personnel. The work is to be the subject of a main Building and Civil Engineering contract, with separate subcontracts for various utilities. Project's estimated cost is £162,450 (approx. $455,000).

Firms must notify their interest to bid by Oct. 17. **Write:** Mr. G. V. Rose, Project Manager, D.W.3/H.2, Rm. 435, Lacon House, Ministry of Public Buildings & Works, Theobald's Rd., London, W.C.1, England.

U.S. firms must be certified eligible for NATO-ICB. Information about this invitation and NATO-ICB certification is available from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.



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# Calendar *for international traders*

## October

**11**—World Trade Assn. of Montgomery County, monthly dinner meeting, 5:30 p.m., Crossroads Motel, **Norristown, Pa.**

**11**—National Assn. of Manufacturers, International Economic Affairs Committee, Plaza Hotel, **New York.** Speaker: Lawrence A. Fox. Director, Bureau of International Commerce.

**11**—Export Trade Seminar, St. Louis University, **St. Louis.** Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

**11-14**—54th Annual Convention, American Assn. of Port Authorities, Golden Triangle Motor Hotel, **Norfolk, Va.**

**12**—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

**12**—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

**12**—Export Expansion Aids, Prom Motel, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club; REEC.

**12**—Export Seminar (six weeks), University of Pittsburgh, **Titusville, Pa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

**12**—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

**12**—Export Workshop, **Jonesboro, Ark.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

**12**—In-Office Workshop on Export Expansion, Field Office, **Jacksonville, Fla.**

**12**—World Trade Roundtable, monthly luncheon meeting, Field Office, **St. Louis.** Speaker: Cathal Loughney, Irish Industrial Development Authority. Sponsor: REEC.

**13**—Mobile "Profits in Exports" Conference, 11:30 a.m., Clam House, **Hoboken, N.J.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

**13**—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

**13**—Minnesota World Trade Assn., monthly dinner meeting, University of Minnesota Alumni Club, Sheraton-Ritz Hotel, **Minneapolis.**

**13**—Export Seminar for County Schools, Field Office, **Pittsburgh.** Sponsor: Field Office, Department of Commerce.

**13**—Reading Foreign Traders Assn., monthly meeting, 6 p.m., Abraham Lincoln Hotel, **Reading, Pa.**

**14**—In-Office Meeting, Field Office, **Chicago.**

**14**—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

**14**—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

**14**—Maine World Trade Council, annual meeting, 4 p.m., Holiday Inn, **Augusta, Me.**

**14**—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel, **Cambridge, Mass.**

**14**—Businessmen's Consultations with members of U.S. Trade Mission to Peru, Parliament House, **Atlanta.** Sponsors: Field Office, Department of Commerce; Ga. Dept. of Industry and Trade.

**14**—Overseas Automotive Club, 12 noon, Shelburne Hotel, **New York.**

**14-15**—Western International Trade Group, Fall meeting, Sheraton Marina Hotel, **Los Angeles.** Speaker: A.B. Trowbridge, Asst. Secretary for Domestic and International Business.

**15**—1965 Institute on Management Problems in Doing Business Abroad, 12 noon-2:30 p.m., Chamber of Commerce, **Los Angeles.** Sponsor: World Trade Committee, Chamber of Commerce.

**15**—FCIB Round Table Conference on Foreign Credit, Collection and Exchange Problems, 2:30 p.m., Chalfonte-Haddon Hall, **Atlantic City, N.J.** Sponsor: Foreign Credit Interchange Bureau.

**18**—Consultations with Michael Balla, Commercial Officer, Sydney Australia, Field Office, **Chicago.**

**18**—Export Trade Seminar, St. Louis University, **St. Louis.** Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

**18-20**—Defense Supply Assn. National Convention, Statler Hilton Hotel, **Washington.** Speaker (20th): Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.

**19**—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

**19**—In-Office Export Workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

**19**—Memphis World Trade Club, "Port of New Orleans" Night, Hotel Claridge, **Memphis.**

**19**—World Trade Council of York Area Chamber of Commerce, dinner meeting, Yorktown Hotel, **York, Pa.**

**19**—Providence World Trade Club, dinner meeting, Pawtucket Country Club, **Pawtucket, R.I.**

**19**—Export Sales Managers Luncheon, Brown and Root Co., **North Kingstown, R.I.** Speaker: Archie M. Andrews, Bureau of International Commerce.

**19**—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

**19-20**—Commercial Chemical Development Assn., annual convention, International Inn, **Washington.** Speakers: E. E. Schnellbacher, Bureau of International Commerce; F. D. Hockersmith, Acting Adminstrator, BDSA; Dr. Andrew F. Brimmer, Asst. Secretary for Economic Affairs; Dino Villa, Bureau of Census; Louis Paradiso, Office of Business Economics.

**20**—Exporting Workshop, 1 p.m., Chamber of Commerce, **Manchester, N.H.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

**20**—"In-Office" Profits in Exports Meeting 3 p.m., United Fur Manufacturers Assn., **New York.** Sponsors: United Fur Manufacturers Assn.; Field Office, Department of Commerce.

**20**—National Renderers Assn., annual convention, Palmer House, **Chicago.** Speaker: John E. Orchard, Bureau of International Commerce.

**21**—Indianapolis Chamber of Commerce Export Work Shop, Chamber of Commerce, **Indianapolis.**

**21**—World Trade Week, International Business Day, Southern Methodist University; Dinner, Apparel Mart, **Dallas.** Sponsor: Chamber of Commerce.

**21**—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

**21**—Export Problems Workshop, 3-5 p.m., Sherman House, **Chicago.** Sponsor: International Trade Club of Chicago.

**21-22**—17th annual Virginia World Trade Conference, **Old Point Comfort, Va.** Speakers: Robert L. McNeill, Deputy Asst. Secretary for Trade Policy; E. E. Schnellbacher, Bureau of International Commerce.

**22**—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

**22**—2nd Detroit World Trade Conference, Rackham Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce; Greater Detroit Board of Commerce; Michigan State Bar; Detroit Bar Assn.; University Center for Adult Education.

**22**—1965 Institute on Management Problems in Doing Business Abroad, 12 noon-2:30 p.m., Chamber of Commerce, **Los Angeles.** Sponsor: World Trade Committee, Chamber of Commerce.

**25**—Mail Advertising Service Assn. International, Washington Hilton, **Washington.** Speaker: F.D. Hockersmith, Acting Administrator, BDSA.

**25**—2nd Export Briefer Seminar, 16-week course on international trade, Cleveland Engineering and Scientific Center, **Cleveland.**

**25**—Export Trade Seminar, St. Louis University, **St. Louis.** Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

**26**—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

**26**—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

**26**—Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: Chamber of Commerce; REEC.

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# Coming attractions

## Germany

**COLOGNE**
**January 25-30**

**HANOVER**
**April 30-May 8**

**STUTTGART**
**May 11-14**

Thousands of buyers, representing some of the world's most prosperous consumers, will visit exhibits of U.S. products at 7 international trade fairs early next year.

Many U.S. firms will use these events to open new markets and select agents and distributors abroad.

So should you.

## Spain

**MADRID**
**March 8-18**

## JAPAN

**OSAKA**
**April 9-29**

## FRANCE

**PARIS**
**May 19-23**

## England

**LONDON**
**May 23-28**

***Telephone or visit any Department of Commerce Field Office for complete information.***